



possible 

## 2015 ANNUAL IMPACT REPORT

AUGUST 1, 2014–JULY 31, 2015

This has been the most challenging year our organization has ever faced.  
But when it comes to solving for the patient, it has also been the most impactful.

## EXPANDING POSSIBILITIES

This year, we broke ground to turn our hospital hub into the leading rural teaching hospital in Nepal. We treated 69,505 patients, added 39 people to our team, and overall funding grew over 150%, with a 7-fold increase in government support. We also expanded our healthcare model to another district after the earthquakes struck.



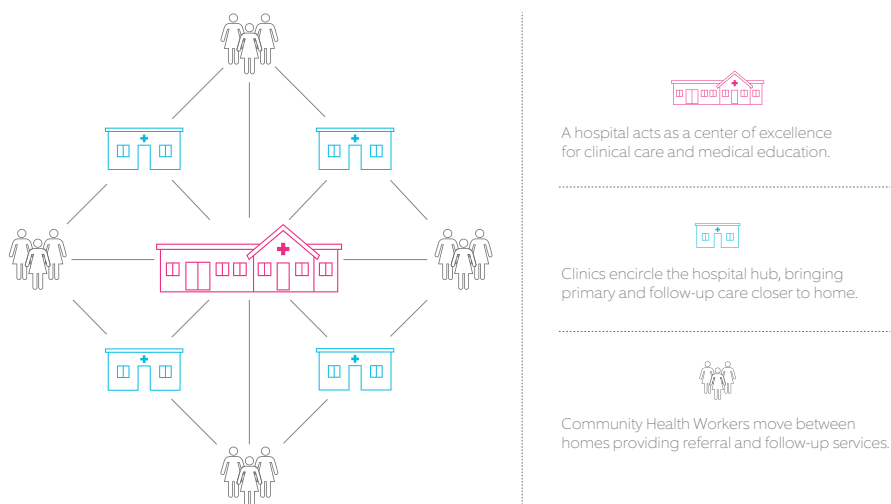
“Before the first earthquake on April 25th, we had already broken ground to turn our hospital hub into a leading rural teaching hospital using earthquake-resistant design. After witnessing the devastation, we committed to rebuild the healthcare system in one of the worst hit districts where 87% of the facilities were damaged.

With your support, we've made it a mission to expand our durable healthcare model further than previously imagined—inspired by the patients who need care and by the health workers who are advocating for safer, better healthcare system to be built with an urgency that matches the need they see on their doorstep.”

—Mark Arnoldy, CEO

# OUR MODEL

Our integrated model means healthcare does not end at the hospital. Patients receive the care they need, and closer to where they are, through an integrated system of hospital, clinics, and community health workers.



HOSPITAL HUB

Bayalpata Hospital is the hub of our model, where we treat over 69,000 patients each year. We offer a set of advanced services—from surgery to lab work, digital x-rays to dentistry.



CLINICS

Communities are at the heart of our model. We work to transform primary clinics into accountable, fully staffed, stocked, and connected facilities. Currently, we operate in 13 health clinics in order to bring immediate and follow-up care closer to the home.



COMMUNITY HEALTH

One of the most important aspects of our model is the integration with Nepal's Community Health Worker (CHW) network and our home-visits program. CHW's live and work in the surrounding villages performing triage, providing primary care, and managing follow-up care.



# HOSPITAL HUB

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## KEY PERFORMANCE INDICATORS

You can't improve what you can't measure.

It's our job to prove possibility with data. We use these six KPI's because they can be feasibly collected in rural impoverished areas and reflect the overall performance of our model.

The Nepali government only pays us when we hit these indicated targets, showing we're improving population health outcomes.

### 100%

#### SURGERY ACCESS

Target: 95%

A full set of resources and people to perform surgeries were available every day.

### 1.6

#### EQUITY

Target: >1

Marginalized patients accessed our healthcare system 60% more frequently than non-marginalized patients.

### 76%

#### SAFE BIRTH

Target: 95%

76% of women gave birth in a healthcare facility with a trained clinician in the past year.

### 50%

#### FOLLOW UP

Target: > 90%

50% of our total chronic disease patients had a follow-up interaction with a provider.

### 1.7

#### OUTPATIENT USE

Target: > 1.3 visits/person

On average, each person in our catchment area visited one of our healthcare facilities nearly 2 times.

### 34%

#### FAMILY PLANNING

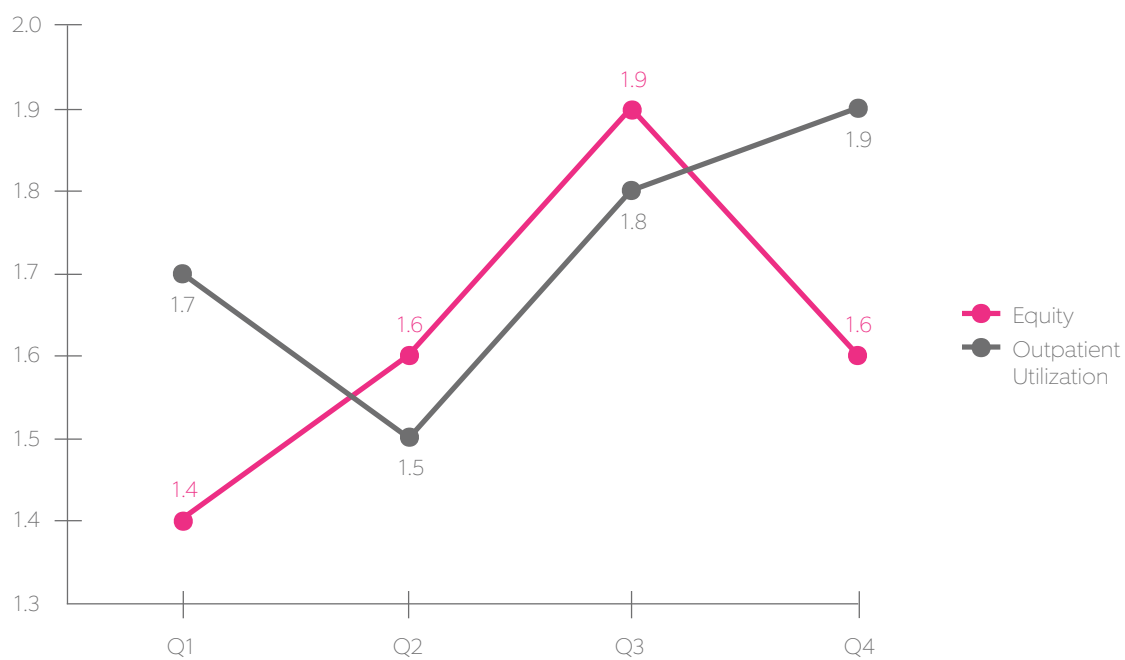
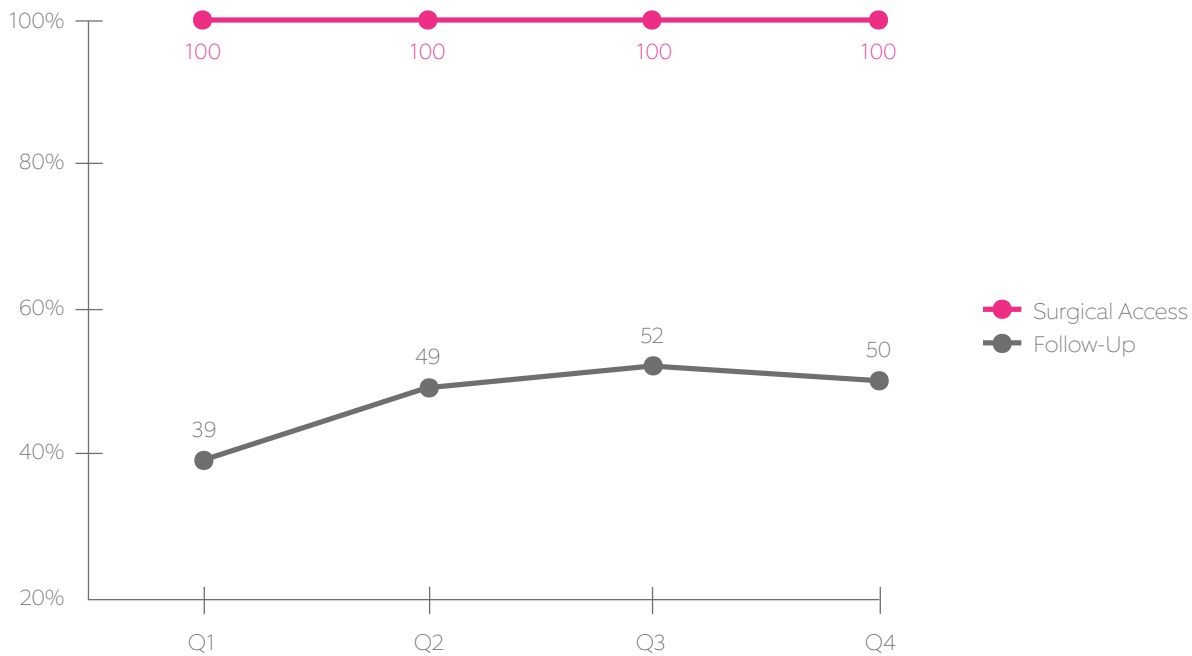
Target: > 75% uptake

34% of reproductive aged women who delivered in the past 2 years are using contraceptive methods.



# HOSPITAL HUB

## KEY PERFORMANCE INDICATOR PROGRESS Q1-Q4





## HOSPITAL HUB

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# 69,505

### PATIENTS TREATED THIS YEAR

90% Outpatient care

7% Emergency care

3% Inpatient care (inpatients + HIV + deliveries)

# 5,528

### SURGICAL PROCEDURES

This year there was a 49% increase in surgeries. We use this data to evaluate surgical usage and capacity, and to create a baseline for necessary follow up.

# 597

### BABIES DELIVERED

In our hospital alone there was a 25% increase in safe deliveries. We also completed 1,538 Antenatal Care patients for expecting mothers, critical for mapping institutional birth rate and evaluating new areas of intervention.

# 10,754

### DIGITAL X-RAYS

There was a 74% increase in digital x-rays this year, which has significantly improved patient care. Having specific technologies ensures operations function properly and we can meet patient demand.





# HOSPITAL HUB



## HOSPITAL EXPANSION

We broke ground on Nepal's leading rural teaching hospital, a replicable model that will transform the status quo of rural healthcare systems in Nepal.



## TEAM HOUSING

Having dignified, comfortable housing at the hospital hub ensures we can better serve our patients and attract top Nepali healthcare leaders.



## RAMMED EARTH

The benefit of using stabilized rammed earth technique for construction is its high thermal mass, which reduces the need for air conditioning and heating and saves energy.



## PHASE TWO: 2016

We are about to break ground on a brand new inpatient and outpatient department, meaning we can significantly increase our number of services, patient treatments, and academic spaces.





## CLINICS

# 33K

### OUTPATIENT VISITS

This year we had more than 30,000 patients visit our health clinic facilities versus having to travel far distances to our hospital hub.

# 348

### DELIVERIES PERFORMED

Over 300 mothers had safe births at our clinics equipped with a trained physician.

# 599

### ANTENATAL CARE PATIENTS

We enrolled nearly 600 expecting mothers into our Antenatal Care program.



### GROUP ANTENATAL CARE (ANC)

Group antenatal care meetings provide expecting mothers with the valuable information and care they need to have a safe pregnancy with a trained clinician.



### POWERED BY SOLAR

Our partnership with SunFarmer enables clinics to be powered fully by solar energy. We have generated enough electricity to power 1,094,500 hours of light.



### IMPROVING ACCESS

Hills are often a patient's path to healthcare. Strengthening clinics makes this path faster and safer.

13,500 Additional people had access to clinics this year.





# COMMUNITY HEALTH

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## 184

### COMMUNITY HEALTH WORKERS

We increased our Community Health Worker Leaders to 20 and Community Health Workers to 164.



“No one should fall through the cracks of any healthcare system. Our Community Health Program prioritizes supporting patients and their families to overcome the social and contextual barriers that prevent them from accessing care—both at healthcare facilities and patients homes.”

—Isha Nirola,  
Director of Community Health

## 23K

### HOME VISITS

We visited and treated over 20,000 pregnant and chronic disease patients at their home.

## 234

### GROUP ANC SESSIONS

We held 234 Group Antenatal Care Sessions for pregnant mothers.

## 522

### COMPLETED FOUR ANC VISITS

In 234 sessions, we had over 500 pregnant mothers complete all four classes in the program.



PHOTO: SHARADA THAPA,  
COMMUNITY HEALTH NURSE



# COMMUNITY HEALTH



## FIRST SPECIALIZED NAIL SURGERY

19-year-old Nabina broke her right leg when she fell returning home from school. She went to a traditional district hospital, was given a cast, but showed no signs of improvement a month later. One of our community health workers from her village referred her to our hospital. A digital x-ray revealed a fracture that hadn't healed. Our team had recently received tools and instruments from SIGN Fracture Care International for nail placement surgeries. This is the first time our hospital performed a nail surgery, which allowed Nabina to use her right leg within three months.



## BRINGING CARE TO THE PATIENT

Our Community Health team met Padma during her first group antenatal care (ANC) visit. We discovered she had a prolapsed uterus and began closely monitoring her health at ANC visits and at her home. Padma ended up going into early labor. A Community Health Worker alerted Dr. Bishal, along with our nurse, Sonu, and they drove straight to Padma's house, where she was bleeding and in great pain. Our medical team immediately went to work and brought her to our hospital, where Padma delivered a baby boy.



## DIGITAL X-RAYS IN RURAL NEPAL

Imagine This Scenario:

A mother walks for two days to bring her 5-year-old son, who has a broken arm, to our hospital hub. The boy's x-ray is taken and the image is saved electronically. Our orthopedic surgeon examines the x-ray on her computer through the boy's patient ID and recommends a treatment.

Ever since our team procured a digital x-ray, this scenario has become a reality. Every day, our x-ray department takes up to 50 images for fractures, chronic obstructive pulmonary diseases (COPD), tuberculosis, and various pulmonary infections prevalent in HIV-positive patients.

As our surgical and orthopedic services expand, it's essential we have specific technologies to ensure operations function well and we can meet our patient demand.



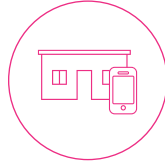
# REMARKABLE MOMENTS

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## DEPLOYED AN ELECTRONIC HEALTH RECORD (EHR)

This is the first integrated EHR system in Nepal, where we strive to enhance patient care by utilizing data.



## CONDUCTED FIRST DIGITAL HOUSEHOLD CENSUS

Using smartphones, we collected data from over 7,500 homes to measure impact across the tiers of our work.



## FORMALIZED A COMMUNITY ADVISORY BOARD

The board provides critical advice and feedback on the relevance and feasibility of our community programs.



## SIGNED A GOV'T CONTRACT TO REBUILD POST-EARTHQUAKE

This enables us to expand our Public-Private-Partnership and begin rebuilding 21 health clinics.



## BROKE GROUND ON OUR HOSPITAL-HUB EXPANSION

We began construction to turn our facility into the leading rural teaching hospital in Nepal.



## FUNNELED \$20MM DOLLARS IN IN-KIND DISASTER RELIEF

We worked with partners after the earthquakes to move \$20MM dollars to high-impact relief organizations.



## HIRED NEPAL'S FIRST FEMALE ORTHOPEDIC SURGEON

Dr. Aaradhana's specialization meant we could take care of major trauma cases without the need to refer patients to urban hospitals.



## ENROLLED OUR FIRST MD GENERAL PRACTICE RESIDENT

We formalized a partnership to enroll MDGP residents at our rural teaching hospital.



# EARTHQUAKE RESPONSE

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On April 25th, in a single moment of tectonic unrest, all of our lives changed.

In response to the series of over 400 earthquakes that struck this spring, we expanded our work in Nepal and are rebuilding the healthcare system in one of the worst-hit districts. We chose Dolakha District, where 87% of its healthcare facilities were damaged or destroyed, and 40% of people now lack access to healthcare.



We signed a contract with the Government of Nepal and immediately began rebuilding 21 clinics, installing solar electricity, and ensuring supplies reach facilities via the supply chain.



More importantly, we began laying down the foundation for a long-term healthcare system in Dolakha that is resilient in the face of future natural disasters and can transform the lives of hundreds of thousands of people.



Our partners have committed to fund more than \$2.5 MM to our rebuilding efforts.

## Rebuilding Partners



# EARTHQUAKE RESPONSE

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“In one terrible moment of tectonic unrest, all of our lives changed. It is incomparable, and incomprehensible, to experience the unstoppable moving of the earth with the immediate passing of over 7,000 fellow human beings. We can never again gaze out across the landscape where our patients live and work without a deeper sense of the transience and sheer power of the earth.”

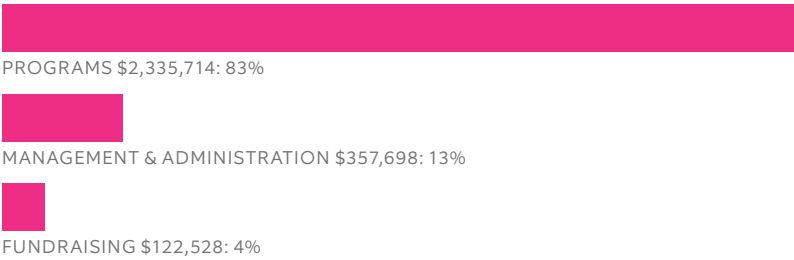
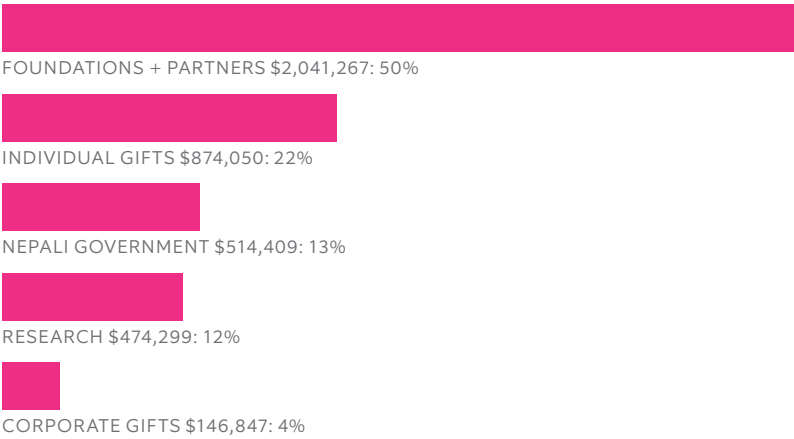
—Duncan Maru, Chief Strategy Officer



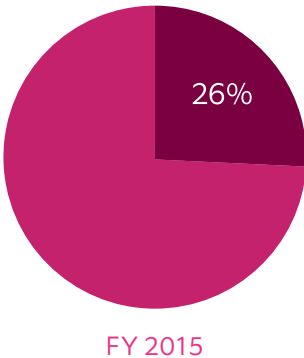
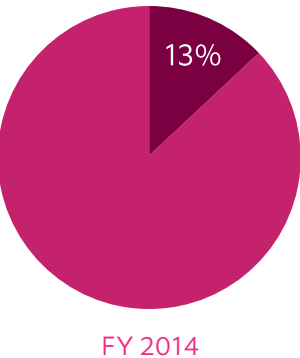


# FINANCIALS August 1, 2014–July 31, 2015

Transparency is a moral must.



In addition to significant in-kind support, Nepal's government invested \$514K in cash FY 2015, a 390% increase from FY 2014 that represents the current strength of our PPP and the opportunities for deeper public-sector commitment as we continue to expand.



■ = GOVERNMENT CASH PERCENTAGE OF NEPAL EXPENSES

\*This financial overview represents the combined unaudited financials for the U.S. 501c3 and Nepal-based NGO. Audited financials will be available for each entity on our website as soon as the audits are completed.



# TEAM

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Our entire team is here for one purpose: to solve for the patient. This means making healthcare more accessible and tailored to a patient's specific needs, and delivering it in a dignified way.



## NEPAL

Our Nepali team makes up  
97% of our organization.  
We invest heavily in local leaders.

# 297

FULL-TIME & PART-TIME EMPLOYEES

### BOARD OF DIRECTORS

Dileep Agrawal

Amit Aryal, MPH

Saroj Dhital, MD

Kunda Dixit

Agya Mahat, BDS, MPH

Bhaskar Raj Pant

Subina Shrestha

Aruna Uprety

Suraj Vaidya



## GLOBAL

Our global team acts as  
the fuel to push forward  
remarkable results in Nepal.

# 12

FULL-TIME & PART-TIME EMPLOYEES

### BOARD OF DIRECTORS

Muna Bhanji

Gabrielle Haddad

Beth Kitzinger

Jeff Kaplan

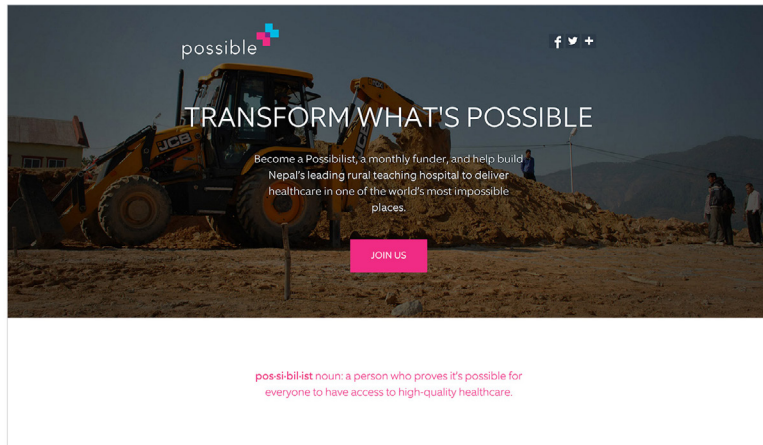
Sandro Lazzarini

Duncan Maru, MD, PhD

Eswar Priyadarshan

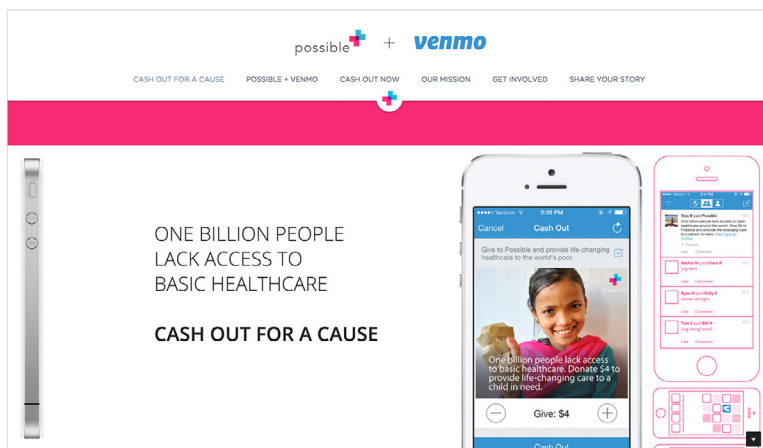
# MARKETING & MEDIA

Here's how we spread our work and vision around the world.



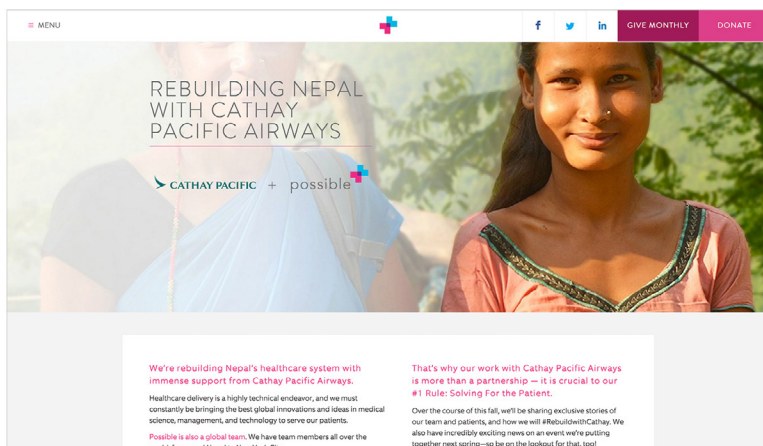
## POSSIBILISTS

Last December we launched our monthly giving program of Possibilists, who are proving it's possible to build Nepal's leading rural teaching hospital in one of the world's most impossible places.



## VENMO

We worked with Venmo, the world's leading mobile payment app, so users could directly support our work. In nine months, we raised over \$270,000 and interacted with more than 67,000 Venmo users.



## CATHAY PACIFIC AIRWAYS

We launched our partnership with Cathay Pacific Airways to support earthquake rebuilding. Now our team can travel back and forth from Nepal free of cost, which allows us to use the money saved on airfare directly for patient care.

## MARKETING & MEDIA

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100,247

POSSIBLEHEALTH.ORG

PAGE VIEWS

214% Growth

24,014

FACEBOOK LIKES

34% Growth

3,009

TWITTER FOLLOWERS

22% Growth



Access, Excess, And Medical  
Transformation: Delivering  
Durable Health Care In Rural  
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StanfordSOCIAL  
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A Model of Health

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Fixing Healthcare Will Require  
More Than a New Payment  
System

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2 Degrees Food  
A to Z Impact Fund  
Alwaleed Bin Talal Foundations America  
Nepal Medical Foundation  
Benevity Community Impact Fund  
Boston Consulting Group  
Bright Funds  
Cordes Foundation  
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Keeney Investments  
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The Good Works Institute  
The Shelley And Donald Rubin  
Foundation  
The Tides Foundation  
Toms  
United Way  
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Watsi  
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Amali NYC  
Asana  
Bamboohr  
Blue Bottle Coffee  
Buddha Air  
Cathay Pacific Airways  
Copilevitz & Canter, LLC

DHL  
Dhulikhel Hospital  
Dropbox.com  
Google.org  
Insource Services  
Intercontinental Doha  
Hotel Karma  
K108 Hotel  
QBC Diagnostics  
Salesforce Foundation  
Sherin & Lodgen  
Small Improvements  
Sun Edison  
Sunbridge Solar  
TechSoup  
UpToDate

## INSTITUTIONAL

Brigham and Women's Hospital  
Children's Hospital Boston  
Harvard Division of Global Health Equity  
Merck & Co.  
Partners Healthcare  
University of California San Francisco

# THANK YOU

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A. Joan Smith Walleck • Aaron Arnoldy • Aaron Gertler • Abby Hulbert • Abhinav Nayar • Abigail Noble • Adam Braun • Adam Butterworth • Adam Jacobson • Adam Volerich • Ailsa Fergusson • Ajit & Liza Antony, Md • Albert J Kaneb • Alecia Mahato • Alex Anderson • Alex Horowitz • Alex Kleyner • Alex Weng • Alexander Lurette • Alexander Newell • Alice Fraser • Alicia Butteriss • Allison Argo • Allison Vogel • Alon Harish • Alon Slutzky • Amanda Johnson • Amar Patel • Amena Ahmad • Amish Desai • Ammar Dahodwala • Amy Brenna • Amy Lilley • Ana Morales • Andrea Hatch • Andrea Morin • Andrea Paras • Andrew Adelman • Andrew Firger • Andrew Lai • Andrew Levesley • Andrew Moon • Andrew Posner • Andy Shah • Angela Wang • Angela Zambeaux • Angelo Tomedi • Anil Sindhurakar • Anita Chary • Anna Egerton • Anna Verghese • Anne And Jim Schwecherl • Anne Jaconette • Annette Fraser • Annie Baker • Anthony Crescimanno • Antonia Isarankura • Antony Crossley • Anya Urcuyo • Apoorv Upreti • Arati Paudel • Arthur Woods • Arun Shrestha • Ashish Koirala • Ashma Shrestha Dawadi • Atelier De Geste • Audrey Provenzano • Austin Carroll Keeley • Azhar Sukri • Barbara North • Ben Linsey-Bloom • Beni Malla • Benjamin Berte • Benjamin Howell • Bernard Shore • Bertha Morales • Bethany Hiser • Bhabana Pradhan • Bibhav Acharya • Bibhuti Tamrakar • Binod Jwarchan • Biva Chapagain • Bob And Brenda Haseman • Bob Reder • Borgny Ween • Borja Carol • Boyd Herforth • Bradley Monash • Bradley Wagner • Brian Dupre • Brian Sokolow • Brian Steuer • Brian Worth • Brianna Austin • Bright Funds • Bruce Hain • Bruno Sauce Silva • Caitlin Lutsch • Camilla Pollock-Flynn • Camille Ricketts • Carl Gross • Carol Wilcox • Carol Wright • Caroline Ivimey-Parr • Carrie Coffee • Casey O'Neill • Catherine Sherman • Cecilia Vales • Chad Dechant • Chantelle Coward • Charlie Pleasants • Chava Kenny • Chris Mckay • Chris Spitzer • Christina Crescimanno • Christina Tsai • Christine Chess • Christine Curry • Christine Osborne • Christopher Lachapelle • Christopher Phelan • Christopher Vercammen • Claire Mitchell • Claire Walsh • Clifton McIntosh • Cole Wheeler • Coleen A Hawley • Colin Shanks • Colin Walsh • Cordes Foundation • Cornelia Ernst • Craig Walker • Craig Warner • Cynthia West • D'anne Dubois • Dag Harald Hovind • Dan Kaniwas • Dan Schwarz • Dana Whicker • Dani Volerich • Daniel Alexander • Daniel Guppy • Daniel King • Daniel Kosack • Daniel Lum • Daniel Matlack • Daniel Weisfield • Danielle Vowles • Danya Sherbini • David Casey • David Citrin • David Heagney • David Hobbs • David Hogendoorn • Dc & Nimma Jayasundera • Debbie Glinski • Debbie Wade • Deborah McCarter-Spaulding • Deborah Wallwork • Deerfield Foundation • Dennis Macdonald • Dennis Word • Derek Flanzraich • Devon Sowden • Diana Choi • Diana Hardeman • Dmitriy Kolodin • Dolores Ives • Donna Farmer • Donna Wade • Douglas Gentile • Dr Suzanne Bober • Dr. Usha Gurung • Dr.usha Gurung • Duncan Maru • Duncan Orr • Elena Andreeva • Elizabeth Eldredge • Ellen And Paul Citrin • Emilia Kihlslinger • Emily Anderson • Emily Caveness • Emily Chionchio • Emily Gao • Emily Mason Kahn • Emily Sanders • Eric Rimmke • Eric Sternbach • Eric Sumner • Eric Walters • Erin Johnson • Eswar Priyadarshan • Ethan Siegel • Euan Macleod • Eugene Landy • Evan Conroy • Evan Korean • Evan Steiner • Eviatar Frankel • Family Giatras • Fang Heng Lim • Felipe Escamilla • Filipe Nogueira • Fiona Richardson • Floyd Miller • Fran Mcelwaine • Francois Furstenberg • Frank Bia • Ga-Young Joung • Gabrielle Haddad • Gabrielle Taylor • Gail Freeman • Gail Halliday • Garrett Spiegel • Ge Zhang • Gerishma Kunwar • Ginger Ladd • Graham Marvin • Greg Friedman • Gregory Hymel • Gunnar Bachelor • Gurpreet Oberoi • Hafsa Chaudhry • Hanna Dorn • Hannah Jiang • Harish Tulsi • Hasmukh Shah • Heather Brochin • Heidi Green • Helene Cartaina • Hialy Gutierrez • Hilary Corrigan • Hunter Riley • Hyuny & Will Clark-Shim • Ian Buller • Ian Ramsey-North • Irene Weigel • Isaac Howley • Isha Nirola • Island Foundation • James Mendelsohn • James Nichols • James Sun • Jamie Horne • Jamie Lim • Jana Lepsova • Janak Aryal • Janelle Baboolal • Janet Eck • Janet Hutter • Janet Scott • Jarred Herman • Javier Morales • Jayasurya Vadrevu • Jeanine Crescimanno • Jeffrey Price • Jeffrey Schwarz • Jeffrey Trull • Jenna D • Jennifer Berthiaume • Jennifer Chiungyu Huang • Jennifer Good • Jennifer Perrine • Jennifer Tinworth • Jess Ede • Jess Kribbs • Jessica And Ari Beckerman Johnson • Jessica Harris Sternberg • Jillian Warner • Jim Beckwith • Jim Schindler • Jimmy Schwecherl • Joan Hochberg • Joao Paulo • Jodi Domskey • Joel Smith • Joel Wittenberg • John Ashenfelter • John Bauman • John Black • John Cary • John Deku • John Dickinson • John Kramer • John Lautner • John Olson • John Taylor • Jon Erik Haines • Jonathan Steer • Jonathan Wolgin • Jonathon Richards • Jopei Shih • Jorgen Ljones • Joseph B. 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Cavanaugh • Seppo Enarvi • Seth Adams • Seth Godin • Seth Procter • Shan Soe-Lin • Sharda Umanath • Shaswat Sapkota • Shiwani Srivastava • Shraddha Mainali • Simeon Reilly • Simin Gul • Sindhya Rajeev • Skip Press • Skyler Cho • Sofia Sequenzia • Sonal Panchal • Sonia Sarkar • Stan Arnoldy • Stephan Skinner • Stephanie Pfeiffer • Steve Dennis • Steven Daskal • Steven Izen • Steven Knuesel • Steven M Berger • Steven Roesch • Story Cosgrove • Sukti Dhital • Sunami Gurung • Susan Fletcher • Susan Trabka • Susan Webster Schultz • Suzanne Loui • Tabish Mustufa • Tanya Shah • Tassana Landy • Ted Perriton • Teju Ravilochan • Tenzing Tekan Lama • Tess Panizales • Theofani Makrinos • Thomas Chartier • Thomas Otto • Thomas Pogge • Thuy Ngo • Tiffany Anderson • Tiffany Bell • Tim Hartigan • Tim Scarborough • Tim Shnell • Tina Chang Walderman • Tobias Kuehne • Tom Belford • Tom Tang • Tommie Pegues • Tomoko Lim • Travis Chamberlain • Ubin Malla • Umair Daimee • Usha A Babaria • Uttam Rajbhandary • Uttara Partap • Verena Schenk • Veronica Franchino • Victoria Rogers • Vin Gupta • Vitol Foundation • Vivek Maru • Vlad Georgescu • Vladimir Dubovskiy • Walter Eduardo Castro Abarca • Wendy Wecksell • Wesley Trotman • Will Schuerman • William H. Garmany • William Laughlin • William Norvell • William Simpson • William Wade • Yunji Kim • Zach And Sara Luck • Zach Schwartz