



Africa Healthcare Extension Summit

26 - 27 June 2018 | Nairobi, Kenya

Revolutionizing
Africa's
Healthcare
Sector

Health Partners:



AFRICA
HEALTHCARE
FEDERATION



EAST AFRICA HEALTHCARE FEDERATION



Organised by **verve** 
management



Africa Healthcare Extension Summit 26th & 27th June 2018, Nairobi, Kenya will bring together the various stakeholders in the medical & healthcare ecosystem for an exchange of ideas and best practices to support project development in upgrading, expanding & construction of hospitals across the entire continent.

The summit will be attended by government officials from Ministries of Health across Africa, regulatory bodies, healthcare associations and other stakeholders is designed to discuss sustainable hospital development, regulatory framework, partnerships, local & international case studies, technology development, HR training and skillset enhancement, e-health & healthcare financing, funding & government incentives.

Key issues to be addressed at the initiative include:

- Revitalization of health infrastructure, strengthening health service delivery & developing equitable financing mechanisms
- Connecting Science, Innovation and Policies to achieve Universal Quality Healthcare
- Establishing eHealth standards, rules, and protocols for information exchange and protection
- Leveraging ICT to improve the health and social welfare of all citizens
- Technology development, standardization, and innovation
- Telehealth services
- Emerging Solutions at the Intersection of Mobile Money and Health Financing
- How flexible funding can drive social enterprise and improved health outcomes





According to WHO, African countries are expected to increase their domestic spending on health from \$65bn to \$115bn in the coming 10 years. The medical & healthcare industry is a sector of the economy that transforms various resources into constructed physical economic and social infrastructure necessary for socio-economic development.

Kenya has set the stage for major improvements in its healthcare sector. The nation has created a long-term development plan called Vision 2030 to transform the country into a middle-income economy. The objective of Vision 2030 in the health sector is to provide an equitable and affordable health care system of the highest possible quality.

This will be achieved through three main strategies with the following flagship projects: revitalization of health infrastructure, strengthening health service delivery, and developing equitable financing mechanisms. Vision 2030 is implemented through Medium Term Plans (MTPs) which specifies the development focus for the Government in a 5-year period.

Key drivers fueling growth:

- **Regulatory Framework:** New regulations have been passed
- **Healthcare service investments:** Integrated health facilities have been launched
- **Pharmaceutical investments:** Drug manufacturers like Astra-Zeneca, Merck KGaA, and Astellas have launched long-term health programs
- **Medical equipment investments:** GE Healthcare along with GoK have provided USD 250 million worth of medical equipment while Guided Therapeutics has won a local contract to supply and install cancer screening equipment
- **Healthcare ICT:** Kenya Medical Supplies Association (KEMSA) has adopted a mobile based medicine tracking system



Listen to prominent industry experts share their views and valuable experience

SPEAKERS:

Dr. Amit Thakker

Chairman, Africa Healthcare Federation, Africa Health Business, Kenya Healthcare Federation & Founder and Board Director, East Africa Healthcare Federation, Avenue Healthcare

Dr. Anurag Shah

Managing Director, UMC Hospitals & Chairman, Unihealth Consultancy Private Limited

Faith Muigai

Regional Director, SafeCare, PharmAccess Foundation, Board Director, Kenya Healthcare Federation, Kenya

Prof. Gunturu Revathi

Head of Microbiology, Dept. of Pathology, The Aga Khan University Hospital, Kenya

Dr. Ian Clarke

Chairman, International Medical Group and Clarke Group, Ltd.

Kennedy Okong'o

Manager, Medical Credit Fund East Africa – PharmAccess Group Ltd)

Prof. Morgan Chetty

CEO, KZN DHC (KwaZulu Natal Doctors Healthcare Coalition)

Nikhil Pereira Kamath

Chief Executive Officer, Co-Founder & Director, Africa Healthcare Network

Dr. Okware Joseph

Commissioner Health Services, Quality Assurance and Inspection, Ministry of Health, Republic of Uganda

Dr. Peter Kamunyo

Board Member Kenya Healthcare Federation, East Africa Healthcare Federation, Kenya

Salim Hasham

Executive Chairman, Mediheal Group of Hospitals, East Africa

INVITED SPEAKERS:

Ada W. Mwangola

Director - Social & Political Pillars, Kenya Vision 2030

Dr. Adil Agarwal

Group CEO & Director, Dr. Agarwal's Healthcare Ltd, India

Alice Bett

Proprietor, Siloam Hospital, Kericho, Kenya

Barbara O'Hanlon

Senior Health Policy and Private Health Sector Adviser, O'Hanlon Health Consulting LLC

Clare Omatseye

Chairlady, Healthcare Federation of Nigeria, Nigeria

Kakulubelwa Caroline Mulalelo

Director Physical Infrastructure & Medical Technologies, Ministry of Health, Zambia

Ntulela Alice Khiba

Hospital Administrator Tebellong Lecsa Hospital, Lesotho

Dr. Olujimi Coker

Chief of Surgery & Group Medical Director, Lagoon Hospitals, Lagos, Nigeria

Dr. Sam Thenya

Founder and Group CEO, The Nairobi Women's Hospital, (NWH), Nairobi

Dr. Uma Nambiar

Special Advisor to Ministry of Health, Djibouti

Sponsors and Media Partners



**Africa Healthcare
Extension Summit**
26 - 27 June 2018 | Nairobi, Kenya

SPONSORS

SAKHIWO
HEALTH SOLUTIONS

Allengers
Passion For Excellence

 **wissner-
bosserhoff**

 **LINET®**

Members of LINET Group


AHF GENERAL PARTNERS LIMITED
Africa Healthcare Fund

 **AAIC**
Asia Africa
Investment & Consulting


Etkin
MEDICAL DEVICES

Medtronic

SCHOTT
glass made of ideas

 **AL BADDYA**
MEDICAL
EQUIPMENT

MEDIA PARTNERS

The PHARMA WORLD
We reach the people - You need to reach


HEALTHNEWS.NG
- FACTS ONLY -

AHIT
AFRICA HEALTHCARE IT NEWS

medgadget


HealthManagement.org

Hospital &
Healthcare
Management TM

 **MED-Q**
...think health talk health

thebusiness|year

Invited Delegates



**Africa Healthcare
Extension Summit**

26 - 27 June 2018 | Nairobi, Kenya

Kenyatta National Hospital
Nairobi Hospital
Aga Khan University Hospital
P C E A Kikuyu Hospital
The Mater Hospital
Kijabe Mission Hospital
Mediheal Group of Hospitals
Moi Teaching and Referral Hospital
Nairobi Women Hospital
East Africa Healthcare Federation (EAHF)
Bristol Park Hospital
Ladnan Hospital
Acacia Medical Center
Meridian Equator Hospital Limited
Savannah Healthcare Services
Avenue Healthcare
Getrude Gardens Children Hospital
Guru Nanak Ramgarhia Sikh Hospital
Continental Engineering & Trading Co.
Dembi-Dollo General Hospital
Embu Hospital Kenya
Ethiopian Medical Laboratory Association (EMLA)
Ethiopian Private Health Facilities Employers
Association (EPHFEA)
Ethiopian Society of Obstetricians & Gynecologists
Gandhi Memorial Hospital
Gedo Hospital
Hamlin Fistula Hospital
Kisii Hospital Kenya
Landmark General Hospital

Karen Hospital | Nairobi West Hospital
St. Mary's Hospital Langata
MP Shah Hospital
Masaba Hospital
Langata Hospital
Nairobi East Hospital
AIDS Healthcare Foundation Addis Hiwot Hospital
Addis Specialized Cardiac Hospital
Africa Healthcare Federation
Africa Healthcare Network
AIDS Healthcare Foundation
ALERT Center (Hospital)
Ambo Hospital
American International Health Alliance
American Jewish Joint Distribution
Amref Health Africa
Ayder Referral Hospital, Mekelle University
Bati Hospital
Bethel Teaching General Hospital
Bishoftu General Hospital
DEG – Deutsche Investitions- und Entwicklungs-
gesellschaft
Doctors with Africa CUAMM
Ethio-American Doctors Group
Ethiopian Midwives Association
Ethiopian Public Health Institute
FMOH/WHO
Gandhi Memorial Hospital
Kadisco General Hospital
KPMG



Meet pre-qualified buyers of your choice who have already expressed an interest in your type of solutions

Why delegates attend?

Leading global solution suppliers under one roof

Source the most cost-effective, innovative and up-to-date products and services in one location

Re-education and knowledge sharing

Attend high level keynotes and interactive panel discussions from industry experts

Networking

Meet and connect with industry peers in a 5-star environment

One-to-one meetings

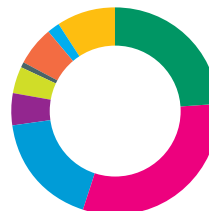
Unlike a trade-show or exhibition, people don't just meet and exchange business cards- but they get to sit and discuss business in a captive environment



- 12 CEO / Presidents / Founder/ Chairmen
- 16 VP/ MD/GM/COO/CTO/CFO
- 17 Regional OR Country Directors/ Project Directors
- 14 Hospital Manager/Medical Director/ CMO
- 16 Marketing Director/ Sales Directors/ BD Directors
- 4 Consultants
- 14 Others
- 7 Ministry Representatives



- 14 Government & Public Hospitals
- 20 Private Hospitals & Health Caterers
- 3 Associations & Universities
- 7 Investment Companies & Development Banks – Funds
- 4 Consultants
- 8 Architects, Designers & Construction Companies
- 11 Service Providers
- 24 Equipment & Technology Providers
- 9 Others



- 24 Kenya
- 31 East Africa
- 18 South Africa
- 5 Central Africa
- 4 West Africa
- 1 North Africa
- 6 Europe
- 2 The Americas
- 9 Middle East & Africa

150+ Buyers attending from





A proven format that guarantees business-flow



Round Table Sessions

Moderated by prominent industry leaders, this is one of the best and proven ways to arrive at a cumulative conclusion on a specific topic. Three round-tables conducted at a time for 45 minutes with 3 different topics chosen by the delegates.

One-to-one meetings

Meet buyers who have already expressed an interest in your type of products and services. These private sessions are designed to enable dealmaking opportunities as well as create new business relationships.



Product showcasing

The event exhibition offers an exclusive 5-star setup to showcase your range of products and services to all the attending delegates, speakers and VIPs.

Networking luncheon

Networking lunch provides the right setting to meet your business prospects in a 5-star environment. You can also meet the have lunch with the who's who of India's commercial vehicle manufacturing industry.



Productive networking sessions

Participate in more than 3 hours of networking during the event's several coffee and refreshments breaks. This allows you to meet as many prospects as possible- and generate new relationships to carry forward.

Think Tank Sessions

Take part in intense discussions between a group of like minded 15-20 delegates addressing a most relevant issue. Conducted for 45 minutes, this gives an opportunity for each participating individual to put forward his/her views on a particular subject.



Research and pre-qualification

All potential buyers are extensively prequalified to ensure they have: Decision-making authority
Minimum budget allocation
Intention to buy in next 6-12 months



Meet buyers who have already expressed interest in your type of solutions

INFRASTRUCTURE ELEMENTS

Cladding
Doors & Windows
Drywalls
Flooring & Ceilings
Lighting
Partitions
Roofing
Coatings & Sealants
Public Health Systems
Waste Management | Disposal
Water Management | Solutions
Automation
Building & Insulation Materials
Elevators & Escalators
Gates, Doors, Fences
Generators & Power Supply
Glass Solutions
Washroom Equipment
Painting & Coatings (Anti-Bacterial)
Air-conditioning, Ventilation &
Heating

HOSPITAL MANAGEMENT

Bio Medical Waste Management
Business Process Re-engineering
Facilities Management Firms
Financial Feasibility
Fund Syndication
Hospital Information Systems
Hospital Infection Control
Hygiene Management
Operations Planning
Asset Management
Manpower Planners
Revenue Generation Management

ALLIED SERVICES

Healthcare Insurance
Security Services
Energy Efficiency Consultants
Cleaning Services
Fire Safety Testing & Consulting
Insecticidal Services
Kitchen & Laundry Consultation
Project & Construction
Management

HOSPITAL DESIGN

Construction Firms
Engineering Firms
Architecture Firms
Design Firms
Consultancy Firms
Infrastructure Adequacy Check
Interior Designers
Medical Campus Master Planning
Real Estate and Property
Developers
Structural Design

DÉCOR & FURNISHING

Artwork
Blind
Curtain & Drapery
Floor Covering
Wall Covering
Furniture
Textiles
Carpet

TECHNOLOGY & EQUIPMENT

Smart Hospital Solutions
Security & Surveillance Systems
Automation Systems
Control Systems
Bio Medical Equipment
Diagnostics & Imaging
Clean Room Solutions
Emergency Equipment
Medical Electronic Records
Medical Gas Pipeline Systems
Picture Archiving Systems
Signage Systems
Telemedicine Consultants
Accounting Software Solutions
Wi-Fi & Broadband Solutions
Infotainment
POS
Audio & Video
Visual Display

Agenda Day 1

26th June 2018



Africa Healthcare Extension Summit

26 - 27 June 2018 | Nairobi, Kenya

- | | | | |
|-------|--|-------|--|
| 08:00 | Registration and Welcome Coffee | 12:50 | Networking Luncheon |
| 08:50 | Opening Address by the Chairperson
Salim Hasham , Executive Chairman, Mediheal Group of Hospitals, East Africa | 13:50 | Innovation to Tame the Costs of Providing Healthcare
Dr. Peter Kamunyo , Board Member, Kenya Healthcare Federation, East Africa Healthcare Federation |
| 09:00 | Welcome Address:
Kenya's initiatives in the healthcare sector, regulatory updates and incentives. | 14:20 | Connecting Science, Innovation and Policies to achieve Universal Quality Healthcare |
| 09:10 | Keynote Presentation: Outlook Vision 2030
Revitalization of health infrastructure, strengthening health service delivery and developing equitable financing mechanisms | 14:50 | Business Meetings (4-6) & Networking Coffee Break |
| 09:40 | Strengthen collaboration with private and other sectors that have an impact on health
Salim Hasham , Executive Chairman, Mediheal Group of Hospitals, East Africa | 15:20 | Case Study:
Smart investments in the Radiology department |
| 10:10 | Presentation | 15:50 | How flexible funding can drive social enterprise and improved health outcomes
Kennedy Okong'o , Manager, Medical Credit Fund East Africa – Pharmaccess Group |
| 10:40 | Business Meetings (1-3) & Networking Coffee Break | 16:20 | Panel: Financing Healthcare
Funding private hospital projects. How to build the finance model - viability study and role of equity. Investments in technology and innovation in the healthcare sector. Discussing medical scheme/funding structures governing payments to providers and establishing fee structures.
Dr. Ian Clarke , Chairman, International Medical Group and Clarke Group, Ltd. |
| 11:10 | Emerging Solutions at the Intersection of Mobile Money and Health Financing | 17:00 | Closing Remarks by Chairperson and end of day one |
| 11:40 | Quality Standards and Digitization in Health
Faith Muigai , Regional Director, SafeCare, PharmAccess Foundation, Board Director, Kenya Healthcare Federation | | |
| 12:10 | Panel: Design and Construction
Construction of a hospital in a low resource, limited infrastructure environment: How to execute cost-efficient maintenance and upgrades? Technical purchase planning during design. Optimizing supplier and supply chain management. | | |



Agenda Day 2

27th June 2018



**Africa Healthcare
Extension Summit**

26 - 27 June 2018 | Nairobi, Kenya

- 08:00 Registration and Welcome Coffee
- 09:00 **Opening Address by the Chairperson**
Prof. Morgan Chetty, CEO, KZNDHC
(KwaZulu Natal Doctors Healthcare Coalition Ltd)
- 09:10 **Keynote Presentation:**
Medicinal Technology and Sustainable Health Services in Africa
- 09:40 Health sector policy, regulatory frameworks, health planning and monitoring processes
- 10:10 **Panel: Human Resources: A Weakness or Strength**
How to constructively fight against the lack of skilled health workers? How to speed up clinical and technical training coverage in the entire continent? Countering skill/brain drain. International cooperation needs.
- 10:50 **Business Meetings (7 - 9) and Networking Coffee Break**
- 11:20 **Next-generation sequencing**
- 11:50 **Key Health Challenges in Africa: Disease, Epidemics, and History of Epidemics**
Prof. Morgan Chetty, CEO, KZNDHC
(KwaZulu Natal Doctors Healthcare Coalition Ltd)
- 12:20 **A Provider Perspective: Expanding Access to Tertiary Care in East Africa**
Nikhil Pereira Kamath, Chief Executive Officer, Co-Founder & Director, Africa Healthcare Network
- 12:50 **Case Study:**
Skillset Enhancement through technology. Nurses playing the pivotal role in digitalization processes.
- 13:20 **Networking Luncheon**
- 14:20 **Leveraging ICT to improve the health and social welfare of all citizens**
- 14:50 **Establish eHealth standards, rules, and protocols for information exchange and protection**
Dr. Anurag Shah, Managing Director, UMC Hospitals & Chairman, Unihealth Consultancy Private Limited
- 15:20 **Business Meetings (10 - 12) and Networking Coffee Break**
- 15:50 **Presentation**
- 16:20 **Telemedicine**
Updates in achievements made in Africa. Overcoming the transition difficulties: How to launch doctor and patient to new practices?
- 16:50 **Panel: The Future OF M-Health in Africa or M-Health as Future for Africa?**
Feasibility analysis. Success stories in patient empowerment.
- 17:30 **Closing Remarks by the Chairperson**



sales3@verve-management.com
Tel: +971 4 243 4677
Mobile: +971 58 966 3537

verve 
management

2501, HDS Tower, Cluster F
Jumeirah Lakes Towers Dubai, UAE

verve-management.com

