

# NewsLetter

May 2024



**Kenya Healthcare  
Federation**

The Health Sector Board of KEPSA



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Federation**

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## ODPC Guidance Note on the Processing of Health Data

**Date:** Thursday, June 13, 2024

**Time:** 7:30 am - 8:30 am

### Navigating Healthcare Data Processing: ODPC Guidance for Kenya's Digital Health Ecosystem

The Kenya Healthcare Federation, with the Office of Data Protection, is organizing a webinar on health data processing guidelines, covering key topics like health data definition, legal framework, processing principles, data subject rights, security measures, breach response and impact assessments.

Experts will provide detailed explanations and guidance on specific data protection issues. Attendees will gain a comprehensive understanding of the guidelines and their practical applications in the healthcare sector.

It is an important opportunity to enhance compliance and strengthen data protection practices within healthcare organizations.

With the increasing digitization of healthcare services and the growing concerns over data privacy, this webinar comes at a crucial time. Healthcare institutions handle vast amounts of sensitive personal information, making it imperative to implement robust data protection measures.

By attending this webinar, participants can stay updated on the latest regulations and best practices, ensuring that their organizations are compliant and that patient data is safeguarded against potential breaches or misuse.

The webinar will also foster collaboration and knowledge-sharing among healthcare professionals, enabling them to learn from each other's experiences and collectively raise the bar for data protection standards in the industry.

[Click here to RSVP](#)

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The Voice of the Private Sector in Kenya

## From the KHF CEO's Desk

Greetings to you, our dear members.

### Flood Disaster Mitigation

I want to begin by thanking all private sector players that came forward to donate towards the flood emergency response to assuage the suffering of our countrymen.

**E-TIMS:** After extensive negotiations, agreements have been reached to uphold doctor-patient **confidentiality** while ensuring compliance with E-TIMS requirements. Measures such as single-line invoicing and limited disclosure for third-party payments have been established. In addition, the distinction between claims and invoices is crucial, and agreements have been made regarding the point of **revenue recognition**, with further details to be refined by a Technical Working Group (TWG). Efforts are underway to address additional **operational challenges**, such as integrating paperless systems and navigating withholding tax requirements, through collaboration within the TWG.

**Social Health Insurance Benefits and Tariffs:** KHF has facilitated discussions among private sector stakeholders to establish common benefits and tariffs proposals. Proposed enhancements cover various medical services and care areas, with ongoing involvement in quality assurance initiatives and policy amendments. Feedback has been given, awaiting a response from the MoH.

Thank you to all the organizations that submitted their input for the SHA contract. The same has been compiled and proposed to SHA.

KHF continues to engage to ensure that the SHIF transition committee is aware of all liabilities.

**Engagement and Advocacy:** KHF remains actively engaged in advocating for the interests of private healthcare providers and participating in policy discussions. On this note, the Inter-agency coordination committee requested that KHF propose 3 names of KHF members to sit on the proposed committees. Priority will be given to paid-up members.

**Elections:** KHF board elections will be undertaken this year, and paid-up members will be given priority for participation in the elections.

Thank you for your collaborative efforts. We seek your continued engagement to address sector challenges and opportunities effectively.

In your service



Dr. Tim Theuri

Chief Executive Officer

# Join Us in Transforming Healthcare in Kenya!

At the Kenya Healthcare Federation (KHF), our strength lies in our united commitment to improving healthcare for all Kenyans. As we continue to advocate for better healthcare policies and foster public-private partnerships, we need your help to expand our community.

## Why Invite New Members to KHF?

- 1. Amplify Our Voice:** A larger membership base strengthens our advocacy efforts, enabling us to influence healthcare policies more effectively.
- 2. Expand Networking Opportunities:** Connect with a diverse group of industry professionals and stakeholders.
- 3. Share and Gain Insights:** Benefit from a wider pool of knowledge and experiences, enriching our collective expertise.

## How Can You Help?

- 1. Spread the Word:** Share your positive experiences and the advantages of KHF membership with your network.
- 2. Personal Invitations:** Encourage your partners, and industry contacts to join us.
- 3. Social Media:** Post about KHF on your social media channels and tag us to reach a broader audience.

## Membership Benefits:

1. Access to exclusive events, industry reports, and professional development opportunities.
2. Participation in impactful advocacy and policy discussions.
3. Networking with key players in the healthcare sector.

## Invite Someone New Today!

For more information on how to join, visit our [KHF website](#) or contact us on email [admin@khf.co.ke](mailto:admin@khf.co.ke)

**Together, we can create a stronger, more effective healthcare system for all Kenyans. Let's grow our community and amplify our impact!**



# Formal Private Sector Constituency Meeting

May / 9th - 10th / 2024 | Eseriani Resort, Naivasha.

The Kenya Healthcare Federation (KHF) recently took a major step towards sustainable healthcare by partnering with the Kenya Coordinating Mechanism (KCM) for the Global Fund. The two organizations held a groundbreaking meeting to explore leveraging private sector expertise and resources to build a resilient, self-sustaining healthcare system in Kenya beyond donor funding.

**For KHF members, this collaboration presents exciting opportunities:**

## 1. Amplifying Impact through Digital Innovation

The meeting showcased how digital health solutions like AI, data analytics, and mobile apps can be game-changers. Innovators like BYON8 and BroadReach demonstrated how technology can drive efficiencies, access, and better outcomes.

KHF members can partner with these digital pioneers to enhance their services.

## 2. Shaping the Healthcare Landscape

Participants proposed actionable strategies across coordination, data sharing, regulations, financing models, and centers of excellence. KHF members' insights will be critical in developing robust communication plans, centralized data governance, a Private Health Sector Regulatory Authority, innovative financing ideas like health bonds, and comprehensive care facilities.

## 3. Influencing Policy and Decision-Making

KHF has pledged to ensure formal private sector representation in key coordinating bodies. This gives members a voice in shaping policies and integrating the proposed strategies, aligning healthcare delivery with their needs and capabilities.

## 4. Unlocking New Revenue Streams

With a significant portion of future Global Fund grants earmarked for strategic investments, KHF members could access funding to establish centers of excellence, pilot innovative financing models, or implement digital transformation initiatives.

This groundbreaking public-private partnership allows KHF members to contribute their expertise, adopt cutting-edge solutions, influence healthcare reforms, and unlock new business opportunities – driving sustainable healthcare while improving outcomes for millions of Kenyans.



Attendees pose for a group photo

# Health Sector Partnership & Coordination Secretariat Meeting

May / 14th / 2024 | Weston Hotel, Nairobi

The Kenya Healthcare Federation (KHF) recently participated in the mid-term review of the Kenya Health Sector Partnership and Coordination Framework 2018-2030. This review provides a valuable opportunity for KHF members to shape the future of healthcare in Kenya and maximize their impact through collaborative efforts.

During the review meeting, KHF's leadership highlighted several key points that directly benefit its members:

## 1. Stronger Coordination Mechanisms:

KHF Chair, Dr. Gakombe, emphasized the critical importance of robust coordination mechanisms, especially in a resource-constrained environment. The partnership framework offers a crucial platform for engaging the private sector and partners, enabling KHF members to collaborate effectively and harmonize their efforts for maximum impact.

## 2. Strategic Healthcare Financing Guidance:

As donor funds decrease, KHF CEO, Dr. Theuri, underscored the need for strategic guidance on healthcare financing. By leveraging health data, KHF members can contribute to informed budgeting decisions and ensure that financing aligns with the sector's needs, ultimately benefiting their businesses and patients.

## 3. Representation in the Partnership Secretariat:

To operationalize the framework, a Partnership Secretariat is being established with principles of transparency, inclusiveness, mutual accountability, and empowerment. KHF will nominate members from the partnership committees to join the secretariat, ensuring that the interests of its members are well-represented in the decision-making process.

## 4. Driving Evidence-Based Policies and Innovation:

The Partnership Framework emphasizes the transition towards more sustainable domestic financing, evidence-based policies, and innovation. KHF members can actively contribute their expertise and insights to shape policies and drive innovation, creating a favorable environment for their businesses to thrive.

## 5. Promoting Quality Standards and Research:

Effective collaboration, policy implementation, quality standards, research, and data utilization are key markers of success in the framework. KHF members can leverage these opportunities to enhance the quality of their services, contribute to research efforts, and access valuable data insights.

As the framework enters its second half, continued engagement from KHF and its members will be crucial in achieving the vision of affordable, accessible, and quality healthcare for all Kenyans through coordinated multi-stakeholder action.

By actively participating in the Partnership Framework, KHF members can shape healthcare policies, access valuable resources, and contribute to a stronger, more coordinated healthcare system that benefits their businesses and the communities they serve.



Attendees posing for a group photo

# CEO's Forum

May / 17th / 2024 | Mövenpick Hotel & Residences Nairobi

## Gender Equality and Equity: A Strategic Dialogue for Health Sector Leadership in Kenya

The Kenya Healthcare Federation in collaboration with Strathmore University Business School, hosted a thought-provoking CEOs' Forum at the prestigious Mövenpick Hotel & Residences Nairobi. The event, themed "Gender Equality and Equity: A Strategic Dialogue for Health Sector Leadership in Kenya," brought together esteemed healthcare leaders, policymakers, and experts to engage in a crucial discourse on elevating gender diversity in leadership roles, enhancing quality standards, streamlining certification processes, and advocating for equitable digital and taxation practices within the healthcare sector.

The esteemed Chief Guest, Principal Secretary Mary Muthoni, CBS, HSC, Public Health and Professional Standards from the Ministry of Health, graced the event, underscoring the significance of the forum's objectives.

### Key Highlights and Benefits for KHF Members:

#### 1. Fostering Gender Parity in Healthcare Leadership:

The forum provided invaluable insights into promoting gender equality and equity within the healthcare leadership landscape.

#### 2. Standardizing Quality Certification Framework:

Updates were provided on plans to establish an independent healthcare quality authority to oversee facility certification based on standardized criteria aligned with international standards. KHF will actively engage in this process to ensure the proposed framework meets the needs of the private sector.

#### 3. Advocating for Equitable Digital Health and Taxation Policies:

Concerns were raised regarding the protection of patient data confidentiality and addressing issues related to taxing unpaid claims under the e-TIMS system. As the trusted voice of its members, KHF is actively following up with relevant authorities to safeguard members' interests and ensure that healthcare operation policies are fair for the private sector.

### Upcoming Events and Opportunities:

**1. AMEF Nakuru HSME Training on Medical Equipment in May:** Members are encouraged to register now for this valuable training opportunity.

**2. 2024 KHF Board Elections:** Members are urged to renew their membership to participate in the voting process and contribute to the federation's leadership.

Through strategic public-private collaborations, KHF continues to drive progress towards achieving gender parity, improving quality standards, enabling digital transformation, and ensuring fair taxation practices for its esteemed members, ultimately enhancing the overall healthcare landscape in Kenya.



Attendees pose for a group photo during the CEO's Forum

# Africa Medical Equipment Facility (AMEF) - Nairobi HSME Training

May / 22nd - 23rd / 2024 | Radisson Blu Hotel, Nairobi Upper Hill

Kenya Healthcare Federation (KHF) recently partnered with the International Finance Corporation (IFC) to host a two-day Africa Medical Equipment Facility (AMEF) training event for health SMEs in Nairobi, Kenya. The interactive training, held at the Radisson Blu Hotel in Nairobi's Upper Hill area, equipped participants from various health SMEs with valuable skills to improve their medical equipment procurement processes.

Presentations and hands-on activities covered conducting needs assessments, budget planning, navigating tender processes, understanding financing options, and more related to medical equipment procurement. Expert speakers, including Faith Muigai and Bas Rozemuller from the IFC, Charity Kamau of KHF, and Joseph Williamson and Omar from the IFC, shared their insights.

The overarching goal of empowering health SMEs to make better-informed procurement decisions through this training is to increase long-term healthcare access across Africa. By boosting the knowledge of key healthcare equipment purchasers, more appropriate and cost-effective medical equipment can reach hospitals and clinics serving vulnerable populations.

Overall, the AMEF training marked an impactful milestone for healthcare SME representatives to gain practical procurement abilities. With the expertise gained, participants can now apply best practices around needs assessments, budgets, tenders, financing, and vendor selection when procuring healthcare equipment. This will enable healthcare providers to access quality, affordable equipment to better serve patients and communities across the African continent in the long run.

KHF and IFC's continuing collaboration aims to run similar trainings in 2024.



KHF CEO Dr. Tim Theuri giving his remarks



Bas Rozemuller of IFC giving his remarks.



Faith Muigai of IFC giving her remarks.



Photo of the Attendees during the AMEF HSME Training

# Ministry of Health (MoH) / Social Health Authority Stakeholder Engagement on Proposed Benefits Package and Applicable Tariffs

May / 23rd / 2024 | Sankara Hotel

In a pivotal step towards enhancing healthcare accessibility, KHF's esteemed CEO, Dr. Tim Theuri, alongside renowned medical professionals Dr. Walter Obita and Dr. Dennis Okaka, participated in a crucial stakeholder engagement hosted by the Ministry of Health Social Health Authority. The event, held at the prestigious Sankara Hotel, brought together representatives from esteemed organizations like RUPHA, KAPH, and USAID, all united in their pursuit of a comprehensive benefits package and fair tariffs.

The objective of this meeting was to foster a deeper understanding among private sector stakeholders regarding the proposed SHA benefit package and applicable tariffs, while deliberating on provider payment methods that prioritize equity and sustainability.

During the insightful discussions, KHF's representatives played a pivotal role in proposing private sector additions and amendments that addressed a wide range of healthcare services. These included general medical admissions, dialysis, radiology, assistive devices, maternity care, screening programs, surgical procedures, dental tariffs, and the crucial realm of mental health support. Moreover, KHF's experts put forth recommendations aimed at optimizing outpatient care, including proposals for capitation ratios per capita, capitation disbursement ratios, and specialized pharmacy and lab provider payment methods (PPM).

## Benefits for KHF Members:

- 1. Comprehensive Healthcare Coverage:** KHF's proactive involvement in shaping the SHA benefit package ensures that members have access to a wide array of essential healthcare services, from general medical admissions to specialized treatments like dialysis and radiology.
- 2. Fair and Sustainable Tariffs:** By actively deliberating on proposed tariffs, KHF safeguards the financial interests of its members, ensuring they receive fair and reasonable rates for the services they provide.
- 3. Voice in Policy Decisions:** KHF's participation in stakeholder engagements allows members to have their concerns and recommendations heard, influencing policy decisions that directly impact their practices and the quality of care they deliver.
- 4. Improved Patient Outcomes:** The proposed additions and amendments, such as enhanced maternity care, screening programs, and mental health support, contribute to better patient outcomes and overall community well-being.
- 5. Streamlined Payment Methods:** KHF's recommendations on capitation ratios, disbursement ratios, and provider payment methods aim to simplify and optimize the reimbursement process, enabling members to focus on delivering exceptional care.

Through its unwavering commitment to healthcare accessibility and quality, KHF continues to be a driving force in shaping a healthcare landscape that prioritizes the needs of both healthcare providers and patients alike.



# KEPSA Sector Board Leadership Capacity Building Session

May / 27th / 2024 | Panafric Hotel

The Kenya Healthcare Federation (KHF) Board Director, Dr. Walter Obita, and Head of Programmes, Charity Kamau, recently participated in a capacity-building session organized by the Kenya Private Sector Alliance (KEPSA). The training aimed to equip sector leaders with essential skills in lobbying, advocacy, and public-private dialogue, enabling them to effectively advocate for the interests of their respective industries.

One of the key highlights of the session was the exploration of engagement strategies with the current administration under the Bottom-Up Economic Transformation Agenda. Participants engaged in discussions on how to navigate the complexities of collaborating with various stakeholders, each with their own interests and priorities, to achieve advocacy objectives.

**For KHF members, this training presents several benefits:**

- 1. Enhanced advocacy skills:** By equipping KHF's leadership with advanced lobbying and advocacy techniques, the organization can more effectively champion the interests of healthcare providers, professionals, and patients at the highest levels of decision-making.
- 2. Stronger public-private partnerships:** The training's focus on public-private dialogue empowers KHF to forge stronger collaborations with government entities, fostering an environment conducive to the growth and development of the healthcare sector.
- 3. Alignment with national priorities:** Understanding the Bottom-Up Economic Transformation Agenda enables KHF to align its advocacy efforts with the government's overarching economic objectives, increasing the likelihood of successful policy implementation and resource allocation.
- 4. Knowledge sharing:** Participants requested KEPSA to facilitate further engagement through the sharing of successful and unsuccessful advocacy case studies, providing KHF with valuable insights and lessons learned from other sectors.

By actively participating in such capacity-building initiatives, KHF demonstrates its commitment to continuous improvement and its dedication to representing the interests of its members effectively. As the healthcare landscape evolves, staying abreast of the latest advocacy strategies and fostering constructive dialogue with policymakers will be crucial in shaping a healthcare system that serves the needs of all Kenyans.



Photo of the Attendees during the Capacity Building Session

## Upcoming Events

Date	Time	Venue	Event Title
<b>JUNE</b>			
TBC	12:00pm - 5:00pm	TBC	KHF Members' Meeting (Health Sector Forum)
6th June 2024	7:30am - 8:30am	TBC	Meeting on the role of the Private Sector in Devolution
13th June 2024	7:30am - 8:30am	Virtual	Webinar: ODPC Guidance Note on the Processing of Health Data
18th June 2024	5:00pm - 6:00pm	Virtual	HR & QS Webinar on Social Health Insurance Fund: A Perspective from the Government and Private Sector
21st June 2024	5:00pm - 6:00pm	Virtual	AMEF Nakuru Webinar
26th June 2024	8:00am - 1:00pm	TBC	Women in Health Leadership: Nyanza and Western Region Report Dissemination
<b>JULY</b>			
4th - 5th July 2024	8:30am - 4:00am	TBC	AMEF Nakuru Training
7th July 2024	12:00pm - 5:00pm	TBC	Annual General Meeting (AGM)
16th July 2024	5:00pm - 6:00pm	Virtual	HR & QS Webinar on Do's and Don'ts for Medical Labs Accreditation
18th - 19th July 2024	8:30am - 4:00am	TBC	HR Summit
25th July 2024	8:00am - 1:00pm	TBC	Women in Health Leadership: Coast Region Report Dissemination



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## Exclusive Discounts for KHF Members on Executive Healthcare Programmes

We are delighted to announce a special partnership between the Kenya Healthcare Federation (KHF) and Strathmore University Business School (SBS) that offers exclusive discounts on our renowned Executive Healthcare Programmes listed below;

1. Managing Healthcare Business Programme (MHP)\*
2. Hospital Management for Healthcare Professionals (HMHP)\*
3. Advanced Healthcare Management Programme (AHMP)\*

**As a valued KHF member, you can now benefit from the following discounted rates:**

ICPAK Discount(short Healthcare Programme)	15%	Bulk Nomination Discount 7 or more people
ICPAK Discount (long Healthcare Programme)	15%	Bulk Nomination Discount 7 or more people
ICPAK Discount (long Healthcare Programme)	10%	5 or more people
Discount for KHF individual Member	7%	KHF Individual member

These Executive Healthcare Programmes are designed to equip healthcare professionals and leaders with the essential skills and knowledge required to excel in today's dynamic healthcare landscape. By taking advantage of these exclusive discounts, you can invest in your professional development while enjoying significant cost savings.

Don't miss this opportunity to enhance your expertise and stay ahead of the curve. Enroll today and unlock the full potential of your healthcare career.

For more information or to register, please contact [inderu@khf.co.ke](mailto:inderu@khf.co.ke) or call **0742 745 876**

# Private Sector Involvement in Medical and Dental Student Training Amidst Governmental Constraints

## Executive Summary

The recently concluded strike by Kenyan doctors precipitated a crisis in the training of medical and dental students. The slow absorption and training of medical and dental students due to financial constraints faced by the government limits its ability to hire new healthcare professionals and honor existing agreements.

There are 81 internship centers country wide, 18 of which are private, mainly Faith Based Hospitals. The internship is a period of supervised practical work for medical and dental graduates. The students are required to undergo an internship training program for a period of 13 months. Private healthcare facilities can provide practical training opportunities for students, ensuring the continuity of their education and the provision of healthcare services. This initiative also serves as a long-term investment in building a resilient healthcare workforce.

The private sector may be interested in partnering since a well-trained workforce enhances service delivery and patient care outcomes, contributing to healthier communities and stronger economies. Involvement in such initiatives can also enhance brand image and customer loyalty.

Tax breaks, subsidies, and support for establishing training facilities within the private sector hospitals are potential financial incentives offered to private sector entities. A phased compliance strategy is proposed, allowing private facilities to gradually meet the full requirements set by the Kenya Medical Practitioners and Dentists Council (KMPDC). Provisional accreditation and tiered training programs are suggested to address immediate needs and future goals.

## Business Case for Private Sector Involvement

A well-trained workforce enhances service delivery and patient care outcomes, leading to healthier communities and stronger economies.

Private sector involvement can lead to recognition as a socially responsible entity, improving brand image and customer loyalty.

This initiative can also serve as a long-term investment in building a robust healthcare workforce.

## Potential Incentives to Facilitate (fast) Adoption

**Tax Breaks:** Investment deductions, equipment allowances, and reduced rates for healthcare-related investments.

- A 150% deduction for infrastructure in building or renovating facilities meant for training of students with a cumulative investment value of at least KES 20 Million.
- Hospital Equipment Exemption: On the purchase of medical and dental equipment used primarily for training.
- Reduced property taxes.
- Introduce income tax credits on salaries for training staff, curriculum development costs, and administrative expenses associated with running the training programs.

**Subsidies:** Direct operational subsidies and grants for establishing training facilities.

**Support:** Technical expertise for setting up training centers.

# Private Sector Involvement in Medical and Dental Student Training Amidst Governmental Constraints (Cont)

## Tiered Requirements Approach

- Implement a phased compliance strategy, allowing private facilities to gradually meet the full KMPDC requirements.
- Offer provisional accreditation and create basic and advanced tiers to address immediate needs and future goals.

## Next steps

- Establish actual numbers that private sector may need to take up
- Engage private and FBO facilities already taking interns to find out
  - Could they take in more and what they would need for that.
  - Their experience as a training centre particularly what requirements cost the most but contribute the least to the training of the students.
- Identify and engage potential private and faith-based faculties that can/want to become training centers.
- Facilitate KMPDC to come up with a tiered approach for private facilities that want to become training centers and to provide technical support to do so
- Advocate with the treasury for necessary financial incentives

We would like to hear from you on this and other ideas of how private sector can continue to engage to resolve the nations greatest challenges for the health and prosperity of all Kenyans

## Article prepared by:

Charity Kamau





Kenya Healthcare Federation

IQVIA is a leading global provider of advanced analytics, technology solutions and clinical research services to the healthcare and life sciences industry. With approximately 86,000 employees, IQVIA conducts operations in more than 100 countries.

IQVIA takes a proactive stance to supporting the development of a sustainable health ecosystem in Africa.

 <p><b>Health IT solutions</b></p> <p>Hospital Information Systems (HIS), mobility solutions, patient-level costing systems, and health insurance management platforms.</p>	 <p><b>Advisory and implementation</b></p> <p>Advisory and implementation services across the entire product lifecycle.</p>	 <p><b>Market insights</b></p> <p>Pharmaceutical sales audits across Africa.</p>	 <p><b>Government partnerships</b></p> <p>Collaboration with governments on health-system strengthening projects.</p>
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**Our footprint spans Africa, with offices in 12 countries.**

-  **30+** years presence across Africa
-  Over **1,600** employees in Africa
-  Projects in **47/54** African countries
-  Over **200,000** patients enrolled in African clinical trials



# Africa's most hands-on investor, backing our most visionary entrepreneurs.

We combine capital with tailored, hands-on support to help founders overcome their most acute technical, strategic, and commercial challenges.



## Founders Factory Africa (FFA)

### About Us

Founders Factory Africa (FFA), the largest early-stage startup investor on the continent, is proud to announce its membership of the Kenya Health Federation (KHF).

FFA's membership signifies its commitment to fostering innovation and growth within the African healthcare sector.

#### Focus Areas and Investment Strategy:

- **Scaling Early-Stage Startups:** FFA provides capital, expertise, and support to help early-stage ventures achieve scale.
- **Focus on Traction and Product-Market Fit:** FFA prioritises startups demonstrating strong user demand and growth potential.
- **Blended Finance Model:** FFA offers a unique combination of equity investment, non-dilutive capital, and hands-on support to maximise startup success.
- **Sectoral Focus:** FFA invests across all verticals, with significant investments in sectors such as healthtech, fintech, logitech, e-commerce, agritech and SaaS.
- **Geographical Focus:** FFA invests in startups from across the continent, including Kenya, Nigeria, Egypt, South Africa, Senegal, and Tunisia among other African markets.

**FOUNDERS  
FACTORY.  
AFRICA**

### Highlights & Achievements

#### FFA's Track Record of Success:

- **Largest Early-Stage VC Team:** With over 55 full-time team members in three offices - Nairobi, Lagos, and Johannesburg - across Africa, FFA's footprint allows it to leverage local expertise in supporting the continent's founders as they solve the continent's most pressing problems.
- **\$105 Million Follow-On Capital:** FFA's portfolio companies have successfully secured over \$105 million in follow-on funding since launch.
- **\$20 Million Invested:** Since 2019, FFA has directly invested over \$20 million in promising African startups.
- **Impactful Portfolio:** Our investment in companies like Zuri Health, Tibu Health, VIEBEG, among others, demonstrates FFA's commitment to supporting impactful ventures solving Africa's healthcare challenges.
- **Trusted by Leading Investors:** FFA's success is fueled by the support of leading investors, including Standard Bank, Netcare Group, Johnson and Johnson Impact Ventures, and Small Foundation.

### Want to Get Involved?

Founders Factory Africa welcomes collaboration from all stakeholders in the healthcare ecosystem, including:

- **Healthcare Ecosystem Enablers:** Hospitals, clinics, diagnostic centres, health insurers, and other stakeholders can collaborate with FFA to support early-stage healthcare ventures and build a thriving ecosystem.
- **Healthtech Founders:** Do you have a groundbreaking healthcare solution? We can help you scale your venture and make a real impact.
- **Corporations:** Partner with us to identify and invest in promising healthcare startups that align with your strategic goals.
- **Investors:** Join us in fostering innovation and driving growth in the African healthcare sector.



**Kenya Healthcare**  
Federation

The Health Sector Board of KEPSA

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