

Introduction to BroadReach and Vantage



18 November 2020



We are BroadReach

A health solutions consultancy focused on improving the health and well-being of underserved populations across the world.

Our vision

A world where access to good health enables people to flourish.

Our mission

We harness health technology and innovation that empowers human action.

Empowering actions, **changing lives**

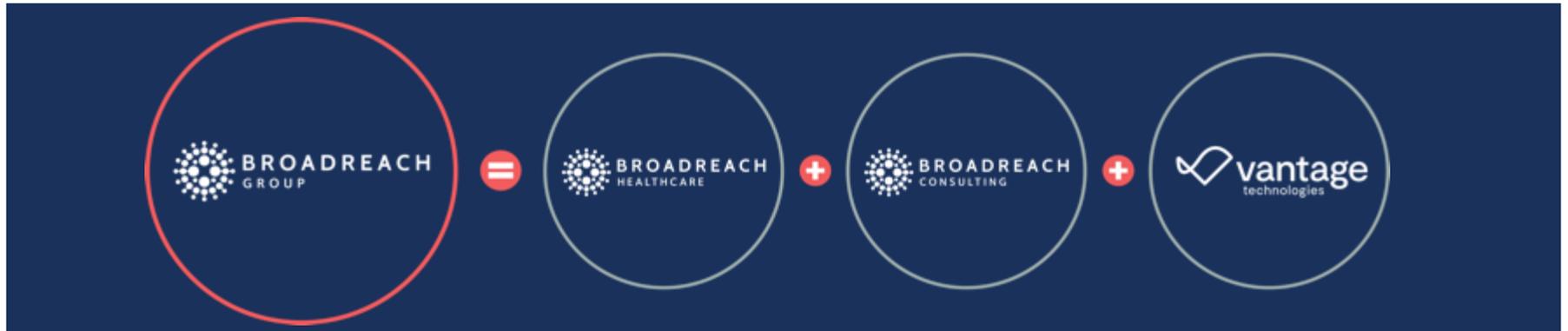


About the BroadReach Group



Founded in **2003**

25 countries across Southern West and East Africa



Employs nearly **1500** professionals



In **5** countries



Awards & Recognition



2015: Social Entrepreneurs of the Year by the Schwab Foundation



2018: Top-rated Performance Management Information System



2020: Global Co-Sell Partner and MS4Afrika case study



Powered by



Population Health Management Solution

Improving the healthcare outcomes and operational effectiveness of large-scale healthcare programs



Solution Description

Target audience: Our customers are organizations who manage large-scale healthcare programs – e.g. governments, for-profit and non-profit payer and provider organizations.

Key issues addressed:

- How do we empower healthcare workers and leaders to make the right management and operational decisions at the right time in their specific role and context?
- How do we give every employee the right tools and knowledge (checklists, workflows, collaboration) to help them be more effective?
- There remains a gap between investments made in infrastructure and technology and employees changing their behavior – the tools are still too difficult and cumbersome and do not meet the needs or are tailored to those specific employees focus

Implementation Timelines : 2-10 weeks

Insights to Impact



How it works?

- Vantage aggregates data from numerous data systems such as patient lab data, clinical operations data, HR and finance data and transforms it into an interoperable data set
- Vantage – using AI and advance natural language processing - connects the dots between the data and translates it into simple insights and management decision support, customized for every individual person
- Vantage brings together collaboration tools, knowledge, checklists, SOP's, workflows across an organization into one convenient area for each employee and each team to carry out their work
- Vantage harnesses the collaborative power of Teams across chat, voice and video to help organizations work effectively

Benefits

Improve healthcare outcomes, access and operational effectiveness by improving the performance of each employee across an entire healthcare workforce:

- Enable everyone to make better, more timely decisions
- Empower every individual and team to implement their decisions consistently and at scale

Industries

Healthcare providers and payers:

- Government
- Private sector payers & providers
- NGO/FBO providers
- Donors
- Life sciences companies

Avg Deal Size \$ Incentives

\$100K to over \$2M annually (combination of SaaS and Services)

Azure Services

Storage, Virtual Machines, SQL, Cosmos DB, PowerBI, LUIS, Bot Framework, ML Studio, SandGrid, AKS, API Management, App Service, Kaizala/Teams, Availability Sets, AD B2C, Cognitive Services, Data Factory, Recovery Services

Resources & PR

[Website](#)

[Video](#)

Business Model

Customer Procurement Options:

- SaaS (Public Cloud Multi-Tenant)

Channel (SI's and VAR's)

- Mint

Our Approach: Technology enabled solutions

Combining the strengths of consulting services, software and data to enable our clients to deliver better population health outcomes. We partner with our clients to deliver an end-to-end optimized project experience.



SaaS
(Software as a Service)



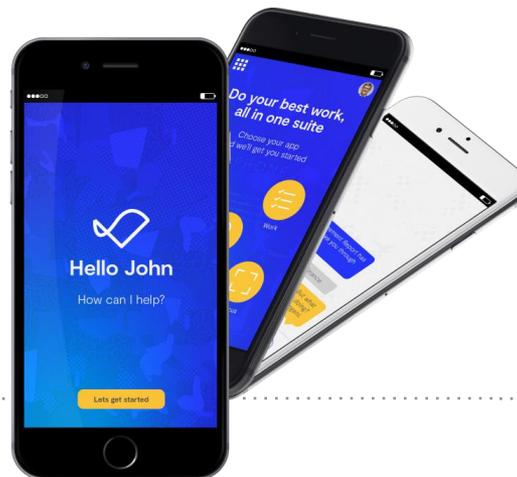
DaaS
(Data as a Service)

We believe in being a true partner to our clients, helping them to evolve their internal capacity and capabilities.

Our solution combines

- Expert consulting team
- Deep industry expertise
- Detailed Vantage expertise

We provide our clients with the award-winning Vantage population health management system



We give our clients the innovative edge by offering a scalable platform to store their data, and the expertise to deliver the best insights to radically transform healthcare.

Our data services include:

- Processed Data
- Algorithms (e.g. predictive models for patient adherence)
- Benchmarking (e.g. clinic performance across disease areas)

Examples of Our Solutions

We work with clients to engineer their decision-making process and embed change management. Solutions are codified and implemented - at scale - through technology:

Ministry of Health Solutions Portfolio

Manage all Programs for Optimal Outcomes

- The **Ministry of Health Solution** helps clients manage and improve the performance of their portfolio of health and disease programs, achieving improved outcomes and driving return on investment.
- Provides **oversight to coordinate effective delivery across a portfolio** of health programs.

HIV Solutions Portfolio

Achieve 90/90/90

- Boost performance of large-scale programs, maximizing patient **outcomes and operational effectiveness across the triple 90s**.
- Improves **management oversight** and simplifies reporting.

Covid-19 Solutions Portfolio

Covid Population Management

- Helps governments and health organizations **flatten the curve** for Covid-19.
- **Consistently and pre-emptively** identify hotspots while managing optimal allocation of healthcare workers, supplies and hospital/clinic utilization.