



MSH: Bringing Health Care
CLOSER TO HOME

MSH, a nonprofit global health organization, has been working to save lives and improve health by strengthening health systems in more than 150 countries over the past 40 years. We work shoulder to shoulder with people in countries at every level of the health system.

Working with governments, donors, nongovernmental organizations, the private sector, and health agencies, MSH responds to priority health problems such as HIV & AIDS; tuberculosis; malaria; maternal, newborn & child health; family planning & reproductive health; and chronic non-communicable diseases such as cancer, diabetes, and lung & heart disease.

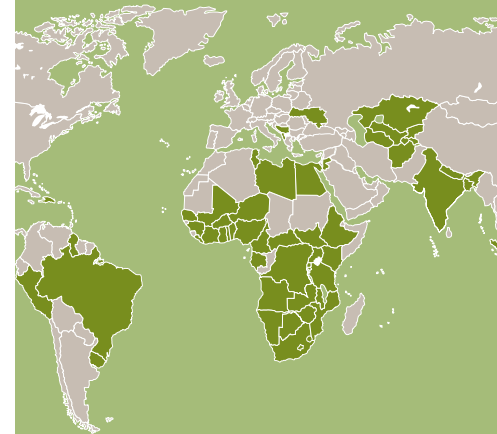
Our people-centered approach involves heads of households to community health workers to health workers in facilities to national health authorities. MSH supports universal access to treatment, care, and prevention for all, especially for the world's poorest and most vulnerable people. Our work addresses all elements of the health system:



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LAST YEAR, MSH:

- worked in **75** countries
- helped train **5,400** health workers in Uganda
- helped train **5,400** health workers in Ethiopia
- brought health services to nearly **50,000** Nigerian children
- helped deliver medicines to **8 million** people in rural Afghanistan
- maintained **38** offices
- saved more than **280,000** lives



TAO OF LEADERSHIP

Since our founding in 1971, MSH's operational philosophy has been the 3,500-year-old *Tao of Leadership*—

Go to the people
 Live with them
 Love them
 Learn from them
 Start with what they have
 Build on what they know.

But of the best leaders
 When their task is accomplished
 The work is done
 The people will all say
 We have done it ourselves.

—Lao Tzu

Bringing Accredited Drug Shops to Africa and Beyond

In most low-income countries, when people are sick enough to seek treatment, their first stop is usually a drug seller—an unlicensed drug seller. Too often, the medicine they receive is poor quality or costly—or even the wrong drug altogether. They stay sick, or worse, die from receiving the wrong drug. It doesn't have to be that way.

Ten years ago, to tackle the chaos of unlicensed drug sellers, MSH teamed up with the Bill & Melinda Gates Foundation, a visionary minister of health, a bold chief pharmacist, and a progressive private sector. The result was an innovative public-private partnership to create community drug shops, Accredited Drug Shops.

Starting in Tanzania, and now spreading to Uganda, Liberia, and Zambia, these community health shops provide affordable treatment to nearly 36 million people in Africa. It's sustainable: MSH and its partners make the initial investment and provide support—the community Accredited Drug Shop owners build a profitable business.

We are halfway to achieving our original goal: to bring access to lifesaving prevention and treatment to 36 million more people, particularly in rural areas worldwide.

We need more Accredited Drug Shops. Lots more.

Our vision at MSH is to bring community Accredited Drug Shops to all of Africa, and beyond. To achieve this, MSH is looking for three types of partners.

- SOCIAL ENTERPRISE PARTNERS** ■ Assist in start-up phase in new countries at a cost of \$1M per country
- SCALE PARTNERS** ■ Expand coverage in current countries at an average cost of \$100,000 per district
- INNOVATION PARTNERS** ■ Add health services for emerging health areas such as heart disease and diabetes
 - Expand the use of mobile and other technologies that improve operations
 - Facilitate access to micro-financing for start-ups
 - Implement marketing campaigns for consumer awareness

To learn more on how to join us in saving lives and improving health by bringing essential medicines and services to millions, contact Patricia Nicklin, pnicklin@msh.org, 617.250.9289.

- **2 billion** people lack regular access to quality essential medicines
- **10,000** community Accredited Drug Shops are now in operation
- **90%** of Accredited Drug Shop workers are women
- we are committed to provide **70 million** people: access to Accredited Drug Shops by 2015
- we are **1/2 way** there
- **36 million** more people in rural areas need Accredited Drug Shops



FRIEDA KOMBA OF TANZANIA

Frieda is a new class of health provider in Tanzania: a licensed drug seller. She's also the owner of her own Accredited Drug Shop. Frieda and other drug shop owners provide reliable health information and dispense essential medicines and supplies for:

- Preventing and treating major childhood killers such as malaria and diarrhea
- Family planning
- AIDS prevention

When necessary, Frieda also refers clients to the nearest health facility. Frieda has the economic security of having her own business.

WE NEED TENS OF THOUSANDS MORE LIKE HER.