Working with Bill & Melinda Gates Foundation: What and how

Peter Ward
What I did

I wrote a report:

- Patient-Centric Healthcare Supply Chains in sub-Saharan Africa: State of the Art and Possible Implications
  - 27 pages (including 10 pages of references)
  - Literature review and implications
    - Drug product design
    - Drug supply chain
    - ICT enablement
    - Business models
- Main conclusion
  - Further research required into patient drug adherence in SSA

Gates Foundation paid for 10 days of my time, plus travel to healthcare conference in Addis Ababa
How did it happen – 1

- Almost 10 years of experience working on supply chain projects in sub-Saharan Africa
  - SMS for Life, Tanzania
  - iTSCI, DR Congo
  - eZICS, Zambia
- Presented on SMS for Life at Global Health Supply Chain Summit (GHSCS), Rwanda, in Nov 2012
  - Attended a session on how to improve the conference
  - As well as offering my ideas, started talking about my PhD research to the chair
How did it happen – 2

- I provided further ideas and information later
- He took a job as Senior Program Officer at the Bill & Melinda Gates Foundation in early 2013
- In July 2013 he emailed:
  - As part of our Foundation strategic review for public health supply chains we could do with a literature review in topics that may overlap somewhat with your own PhD research. If it did would you be available to prepare something for us...
- I arranged a 3-way call with my supervisor to agree terms
How did it happen – 3

- We agreed a price for 10 days’ work, including being funded to attend the GHSCS in Nov 2013
  - I drove the legal and contractual aspects...
- I wrote and delivered the report
- At the GHSCS we reviewed it and it was accepted
  - It should be included in a Foundation report in Spring 2014
- Funding may also be provided for my field research in sub-Saharan Africa
Lessons

- Find opportunities to speak to people who might be interested in your work, whether academic or not
- Offer them information which is useful to them, and share your research ideas
- Keep in touch with them!
  - LinkedIn, Facebook, Twitter, etc
- Be ready to do some extra work to deliver what they ask for, but don’t do it for free
Digital Manufacturing, Technologies and Healthcare

Report should be on WRAP soon

Thank you