Sustainable Impact in sub-Saharan Africa:
Asante to Lowell for years of commitment to strengthening healthcare
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About Touch Foundation

Our mission is to save lives and relieve human suffering. We strengthen healthcare in sub-Saharan Africa, providing better access to care and improving the quality of local health systems.

Lives are cut short and people suffer in many countries because of failures in health systems resulting in inadequate access to healthcare.

We design and implement solutions based on a rigorous data-driven problem-solving approach to strengthen healthcare in sub-Saharan Africa, providing better access to care and improving the quality of local health systems.

Our programs are efficient, locally led and tailored to the environment we operate in. We seek measurable, enduring impact across 3 areas:

1. Maternal and Newborn Health (read more on p. 10)
2. Medical Centers of Excellence (read more on p. 11)
3. Effective Deployment of Healthcare Workers (read more on p. 12)

In Response to COVID-19

At Touch, we're committed to maintaining vital healthcare services in sub-Saharan Africa, like emergency transport for expecting mothers and healthcare worker deployment. At the same time, we are working with our long-term partners to prevent further spread of the disease and to prepare local hospitals to care for infected individuals.
Lowell Bryan led the effort to create Touch Foundation and has served as President since its inception in 2004. As President, Lowell has worked tirelessly to ensure the success of the organization, thus changing the lives of many in Tanzania. Lowell has made some 20 trips to Africa over the years. Since he founded Touch, the organization has raised over $90 million, all invested in sub-Saharan African health systems.

Lowell retired in January 2012 from McKinsey & Company after 36 years at the firm. He served as a Director (i.e. Senior Partner) for 27 of those years. Over those years he helped found, and lead, McKinsey’s Financial Institutions practice and its Strategy practice. He consulted to the top management and boards of directors of dozens of financial institutions, healthcare, and industrial clients primarily on issues of strategy and organization. He has written six books on banking, capital markets, strategy and organizational topics including *Race for the World* and *Mobilizing Minds: Creating Wealth From Talent in the 21st Century*.

He is a graduate of Davidson College, where he served on the Board of Trustees and established the Bryan Scholar program, a scholarship awarded to outstanding student-athletes. He is a graduate of the Harvard Business School and served on their board of visitors.
DEAR FRIENDS,

Early in 2020, we all experienced a major crisis that has disrupted the lives of virtually everyone around the world. As an organization working to strengthen healthcare, we were reminded of the value of our mission as COVID-19’s impact hit home for all of us.

In March, we decided to transition our annual Asante Supper to a virtual format. Acknowledging that this would enable many people to join who may not have been able to attend our in-person event, we wanted to make sure to introduce everyone to the breadth of our programs, beyond what we will be able to do in a brief online presentation.

This document, therefore, combines our 2019 Annual Report with our Virtual Asante event booklet. For those of you who couldn’t join us on May 18th, we hope you’ll listen to the recording when you are able.

2019 marked a fortification of our priorities: we updated our mission statement and cemented our three focus areas: maternal and newborn health, medical centers of excellence, and effective deployment of healthcare workers.

Another change is marked by this year’s Asante event in May 2020: I will step down as President of Touch Foundation, a volunteer role I have held since founding Touch in 2004. I will remain active as Chairman of the Board and in several of our Board committees. Celia Felsher, who has served on our Board of Directors since 2007, will succeed me as President. She, together with Touch’s leadership team and the rest of the Board, is committed to ensuring our programs continue to have measurable, lasting impact for years to come.

I would like to thank each of you for your sustained support of Touch Foundation. I look forward to continuing to work together toward our mission of saving lives and relieving human suffering in sub-Saharan Africa.

With gratitude and warm regards,

Lowell Bryan
Touch Foundation Founder
Virtual Asante Supper

EVENT PROGRAM

Welcome & Opening Remarks

- Rik Kirkland, Moderator
- Lowell Bryan, Touch Foundation Founder and Honoree

Video Presentation

COVID-19 Discussion

- Rik Kirkland
- Lowell Bryan

Video Presentation

Award Presentation

- Rik Kirkland
- Celia Felsher, Touch Foundation Board Member
- Lowell Bryan

Looking to Our Future

- Celia Felsher

Video Presentation

Closing Remarks

- Rik Kirkland

If you were unable to attend the live event and would like to receive a copy of the recording, please contact ahemnarine@touchfoundation.org

Rik Kirkland
Moderator
As Director of Publishing at McKinsey & Company, Rik Kirkland has led the firm’s global print and online activities since 2008. From 2000-2005, he was the editor of FORTUNE magazine. He has been a frequent guest on CNN and CNBC and a moderator at the WEF in Davos, FORTUNE’s Global Forum, and the Microsoft CEO Summit. He is a member of the Council on Foreign Relations and plays guitar in a rock band, The Prowlers.

Celia Felsher
Touch Foundation incoming President
Celia retired from her position as Chief Operating Officer and Partner of Reservoir Capital Group, an investment management firm based in New York, in 2018. She joined Reservoir in 1998 as General Counsel, became a Partner in 2005, and Chief Operating Officer in 2008. Prior to joining Reservoir, she was a Partner at Milbank LLP.
Our Story

In the early 2000s, Tanzania faced a daunting healthcare environment. Tanzanian life expectancy was declining, infant and under-five child mortality was increasing, and Tanzania’s physician density was among the lowest when compared to its sub-Saharan African neighbors.

When Lowell Bryan, a Director at McKinsey & Company, learned of a new medical school opening in Mwanza, Tanzania, he supported a team from the firm to conduct a diagnostic of the country’s health system. The team concluded that investing in increasing Tanzania’s healthcare workforce was an urgent need, estimating that each doctor trained could save 300 lives throughout a lifetime of service.

In 2004, Lowell founded Touch Foundation to address the Tanzanian healthcare crisis. Under Lowell’s leadership, Touch supported the development of a new medical school and created Treat & Train, a network of hospitals and teaching institutions. Through this flagship program, we strengthened patient care by upgrading regional hospitals and improving clinical training for doctors and nurses, who gained crucial exposure to more rural settings. An external analysis found that the social return on investment of this program was 5:1, estimating $27 million of value for the country over a 10-year horizon compared with Touch’s program cost of $5.7 million. The program continues today, independently led by the medical school and the associated super-specialty hospital. What’s more, in 2006, Touch contributions equaled 90% of the school’s revenue. Now, our contributions are less than 2%, and the school is thriving.

Over the years, we have worked closely with Lake Zone hospitals on infrastructure improvements to strengthen healthcare delivery. Our contributions include clinical laboratory upgrades, c-section wards, sterilization rooms, housing for medical students, a morgue, incinerators, and electricity generators.
Our Strategy

We look at healthcare holistically in order to strengthen the entire system and we address key elements of the health system to deliver integrated solutions. Since our early years, we have extended our focus beyond healthcare workers and continue to expand our programs.

Now, we are replicating our high-impact programs in areas with larger populations and in other countries throughout sub-Saharan Africa that face similar health constraints. So far, our programs are at various stages of implementation in South Africa, Mozambique, and Lesotho, and we’re working on expanding the scope of our impact.

Through it all, we ensure that the programs we design and implement are locally led and sustainable in the long run.

Our Three-Phase Approach

PROVE CONCEPTS IN LAKE ZONE  NATIONAL SCALE-UP  INTERNATIONAL EXPANSION

A taxi driver in the M-Mama program who helps transport pregnant women in need of emergency care to safe medical facilities.
**Health in Tanzania since Touch Foundation’s Inception in 2004**

**Increase in life expectancy**
- By over 10 years, to 65 years

**Births attended by a skilled healthcare worker**
- Increased by more than 20%, to over 60%

**Deaths of children under 5**
- Reduced by almost 30%

**Touch Foundation Direct Impact**

- Over $90M raised since inception and invested in sub-Saharan African health systems
- Over 6,000 healthcare workers trained
- Including over 1,200 doctors
- Over 25% decrease in maternal deaths in pilot district benefitting from M-Mama program
- Over 10,000 women and newborns provided with emergency transportation to a health facility as part of M-Mama
- 3 countries using our tool to allocate healthcare workers to the places they’re needed most
Maternal and Newborn Health

Maternal complications cannot be easily predicted, and a number of components prevent the ambulance-based system from adequately serving the population. So, together with Vodafone Foundation, we created M-Mama, a technology-enabled public/private system that connects women and their newborns to quality care. Providing women with safe and reliable emergency transportation (like 911 in the U.S.) reduced maternal deaths by over 25% in its pilot district, with a population of 665,000 people, in rural Tanzania. We’re also working to ensure that mothers get high quality care before and after the baby comes.

Here’s how the emergency transport system works

Pregnant woman experiences an emergency

Toll-free call to 24/7 dispatch center
Remote triage in under 2 mins

Transport by community taxi driver or ambulance to appropriate health facility

Safe delivery of baby!

We are now scaling up M-Mama in Tanzania, implementing it in Lesotho, and discussing its expansion with other governments across sub-Saharan Africa.
Medical Centers of Excellence

Together with our partners, we establish and promote medical excellence in order to strengthen healthcare systems in sub-Saharan Africa.

We work closely with local hospitals in the Lake Zone of Tanzania, an area of 17 million people. Since our inception, we have partnered with Bugando Medical Centre (BMC) and its associated medical school, Catholic University of Health and Allied Sciences (CUHAS), to build high-impact programs that are locally led. Given our deep roots in the Lake Zone, long-term relationships with the local government, and the fact that our staff and office are based there, we develop programs in the area that can be replicated throughout sub-Saharan Africa.

Over the years, we have worked to build capabilities for improving healthcare delivery by helping to upgrade infrastructure, invest in leadership development, and strengthen essential work systems at BMC and CUHAS. In our first 15 years, Touch Foundation supported CUHAS’ creation and growth. Through our years-long partnership, we have ultimately helped train over 6,000 healthcare workers in the region, a number that increases by over 900 every year.

Now, we are continuing to work on operational improvements and strengthening core processes with BMC. One element of this effort is our Healthcare Technology Management program, through which we are establishing a center of excellence in biomedical engineering in the Lake Zone. By implementing engineering best practices, developing core maintenance systems, supporting uptake of central processes, as well as through the building of a world-class engineering department, this program enables BMC technicians to ensure Lake Zone medical equipment is always fully functional.
Effective Deployment of Limited Healthcare Workers

Sub-Saharan Africa faces a severe shortage in their healthcare workforce. The World Health Organization recommends 23 healthcare workers for every 10,000 people. Sub-Saharan Africa has fewer than three.

After many years of addressing this crisis by training healthcare workers, we realized that this shortage makes it crucial to ensure that existing healthcare workers be placed where they are needed most.

We designed a tool to improve the allocation of scarce healthcare workers given the demand for health services, as well as real world budget and supply constraints.

This tool, called POA (Prioritization and Optimization Analysis), has been adopted by the Government of Tanzania and is used to deploy healthcare workers throughout the country every year, most recently to respond to the COVID-19 crisis. We are implementing the tool in other countries to improve the allocation of healthcare workers specifically focused on HIV/AIDS services. So far, POA has been adopted for this purpose in South Africa and Mozambique. Excitingly, this is only the beginning: we are expanding this program to ensure more equitable access to healthcare services throughout sub-Saharan Africa.
2019 in Review

Statement of Activities For the Year Ended September 30, 2019

**SUPPORT AND REVENUE**

- Contributions .................................................. $6,048,609
- Government Grants .............................................. $606,699
- Donated Goods and Services ................................. $202,842
- Special Events, Net ............................................ $220,507
- Investment Income ........................................... ($1,037)
- **Total Support and Revenue** ............................... $7,077,620

**EXPENSES**

- Grant and Program Activities ................................. $3,772,917
- Management and General .................................... $693,796
- Fundraising ...................................................... $273,235
- **Total Expenses** ............................................... $4,739,948

Increase in Net Assets ........................................ $2,337,672

Net Assets, Beginning of the Year ......................... $5,838,764

Net Assets, End of the Year ................................. $8,176,436

Statement of Financial Position As of September 30, 2019

**ASSETS**

- Cash and Cash Equivalents ................................... $867,117
- Contributions and Grants Receivable ...................... $7,342,968
- Fix Assets, Net .................................................. $4,011
- Prepaid Assets .................................................. $77,597
- **Total Assets** ................................................ $8,291,693

**LIABILITIES**

- Accounts Payable and Accrued Expenses .......... $112,257
- Grants Payable .................................................. $3,000
- **Total Liabilities** ............................................. $115,257

**NET ASSETS**

- Without Donor Restrictions ................................. $591,062
- With Donor Restrictions ..................................... $7,585,374
- **Total Net Assets** ........................................... $8,176,436

Total Liabilities and Net Assets ......................... $8,291,693

2019 in Review

2019 was a big year for Touch. Here are a few of our accomplishments:

- Expanded the M-Mama program into Lesotho
- Broke ground on a biomedical engineering center of excellence at Bugando Medical Centre
- Partnered with the U.S. Government to help deploy healthcare workers to control the HIV/AIDS epidemic in Mozambique
- Handed our flagship program, Treat & Train, off to our long-time partner, Catholic University of Health and Allied Sciences
- Celebrated our 15th anniversary and honored our ‘alumni’ at our Asante Supper: Touching Tanzania, represented by Fr. Dr. Peter Le Jacq, MM, Lee Wells, and Alexandrina RabVass (pictured)
Board of Directors

Lowell Bryan, President
Senior Partner Emeritus
McKinsey & Company

Claudio Braz Ferro
Founder & Chairman
7P Capital

Kevin J. Curnin
Partner & Public Service Project Director
Stroock & Stroock & Lavan LLP

Celia Felsher
Retired
Reservoir Capital Group, LLC

Parisa Jaffer
Marketing Executive

Claudia Joyce
Executive Director/Strategy
Skadden, Arps, Slate, Meagher & Flom LLP

Mbago Kaniki
Chief Executive Officer
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Partner
McKinsey & Company

Ishaan Seth
Senior Partner
McKinsey & Company

Charbel Tagher
President
Specified Technologies, Inc.

Tom Teles
Retired
Goldman Sachs

( List of board members as of April 2020 )

Fr. Dr. Peter Le Jacq, MM, Volunteer

David Lowden, Secretary

Touch board members pictured here with partners during their 2019 trip to Tanzania, where they saw Touch’s programs in action
Touch Foundation Staff

Kira Elbert, Chief Development Officer
Noah Leff, Chief Operating Officer
Massimiliano Pezzoli, Chief Program Officer

Abdul-Ahad Akbari, Project Manager
Bonaventure Aluta, Operations Manager
Jill Brehm, Senior Program Manager, Finance
Linda Deng, Director of Lake Zone Programs and Operations
Alice Timbrell, Senior Program Analyst
Lucas Hille, Senior Project Manager
Ashley Hemnarine, Senior Development Analyst
Donath John, Office Assistant
Isabel Levey-Swain, Senior Development Analyst
Shabani Mbaraka, Operations Analyst
Giulia Melfi, Program Associate
Salome Mnzava, Human Resources and Administration Manager
Rosemary Muliokela, Program Manager
Eraste Nzeyimana, Project Manager
Valerio Parisi, Program Director
Liz Pavlovich, Business Development Manager
Saleh Rasool, Program Manager
Renae Stafford, MD, Senior Medical Advisor
Our mission is to save lives and relieve human suffering. We strengthen healthcare in sub-Saharan Africa, providing better access to care and improving the quality of local health systems.

Donate
Make a tax-deductible donation by sending a check to:
Touch Foundation
P.O. Box 910
New York, NY 10272
You can also donate online at www.touchfoundation.org
Call 646-779-0791 or visit the website to learn more about other planned giving like bequests and stocks

Matching Gifts
Double your impact by asking your employer to match your gift

Honor & Memorial Donations
Give in honor of someone special or celebrate an important event with a commemorative gift

Volunteer & Fundraise
Host an event to introduce your community to Touch and impact lives in sub-Saharan Africa

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