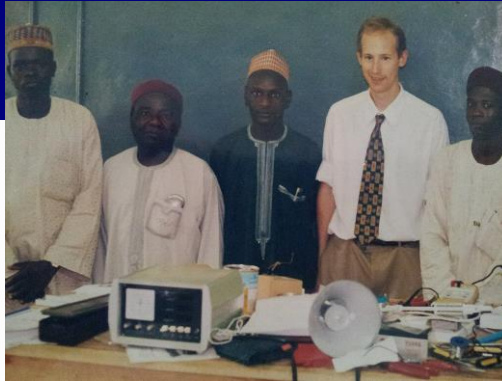


Making it Happen – Equipment Donation

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Established Advice on Equipment

..... on which I won't be spending long.

- Is it “Appropriate” – Likely to be Effective?
- Is necessary Infrastructure in place ?
- Can it be sustained (consumables / spares etc) ?
- Staff ready for level of Training / Operating ?

Plenty of Useful Guidance Available -

- WHO Medical Devices:

http://www.who.int/medical_devices/en/

- THET Donations Toolkit:

<http://www.thet.org/hps/resources/publications/making-it-work-a-toolkit-for-medical-equipment-donations-to-low-resource-settings>

The Supply Chain Challenge: A Zambian Experience

What Ndola Staff Bought with £4k in Zambia



What I Bought with £4k in the UK



Embrace the Inefficiency – It's a Learning Opportunity

To learn about Procurement, must experience:

- Search for Suppliers
- Supplier Negotiation
- Finance Handling
- Bureaucracy



The more you do, the more you find out.

It's often Necessary to Experience Failure to Learn



Healthcare: Many Actors with *their* Agenda?

- A couple of challenging-to-introduce examples:



Technology Introduction is Complex

- GSTFT: Connection Challenges; “Too much equipment?”



- NHS Scotland Boards: Govt. Capital vs. Local Revenue



Any Questions?

