



**IMPORTANT:**

Please summarize your project using the guide questions below. The Summary Sheet will be used in publications to describe the project, and in any information material to be provided to the jury, Reviewers, and other potential donors.

In describing your proposal, answer the questions clearly and directly. Please answer in English. The number of pages should not go beyond 30, including attachments. Long proposals run the risk of not being read thoroughly.

**Nepal Development Marketplace 2008**

**SECTION I: YOUR PROJECT PROFILE**

<b>Project Details</b>	
Proposal Number (provided by Nepal Development Marketplace 2008): 1164	
Title of your project proposal: <b>Implementation of e-Health to the Deprived and Ultra Poor Community in Salang VDC in Dhading</b>	
Proposed title for your project banner at the Nepal Development Marketplace 2008 (50 Characters or less. Please use CAPITAL letters) <sup>2</sup> <b>e-Health for healthy living.</b>	
Region of Implementation in Nepal: Salang, Dhading	
Total Project Cost: Rs.21,26,000	
Amount requested from Nepal Development Marketplace 2008 (note: you cannot exceed the amount you have previously indicated in the concept paper):	In Words: Fourteen lakh eighteen thousand eight hundred only.
	In Numbers: <b>NRs. 14,18,800.00 only.</b>
Primary Sector of your Proposed Project (please select only one):	
<input type="checkbox"/> Agriculture, Irrigation and Food Security	<input type="checkbox"/> Education
<input type="checkbox"/> Energy	<input checked="" type="checkbox"/> Health
<input type="checkbox"/> Information and Communication Technologies	<input type="checkbox"/> Infrastructure (Roads and Transportation)
<input type="checkbox"/> Small Business and Micro Enterprise Support	<input type="checkbox"/> Water and Sanitation
<input type="checkbox"/> Employment Creation	

<sup>1</sup> Your summary will be presented as you present to Nepal Development Marketplace 2008 team, hence any errors that would appear on the summary will be solely your responsibility.

<sup>2</sup> Nepal Development Marketplace 2008 team reserves the right to edit the title of your project banner to meet our space and design requirements.

## SECTION II: YOUR CONTACT INFORMATION

<b>Applicant's Details</b>	
Name Of Your Organization/Institution: <b>Web Informatix Pvt. Ltd</b>	
Classification Of Your Organization/Institution: Private limited company.	
Describe your Organization (Minimum 50 words):  WIPL is an information technology that aims to provide quality IT solutions to business organizations, education enterprises, government entities as well as non government organization all across the globe. Adaptable change is what marks new beginning thus with innovative ideas we work effectively and efficiently keeping in mind the best interest of our clients. WIPL believes that IT remains at the core to every business success with its ability to communicate to every corner around the globe. Today businesses seek to better the resources for effective result through the means of IT. Thus WIPL stand out in the market to provide any such IT solutions to these entities. With service ranging from basic business start up solutions to solutions for mature business, WIPL stand on its toe to delight its customers. We believe that effective communication is the only way to stand out in the market. WIPL with its better tools and techniques awaits for customers requirement to fulfill them with minimal cost incurred and maximum satisfaction.	
Contact Person: Isha Dahal Title: Project Manager	
Address: Bishal Nagar-4	
Office Phone #: +977-1-4431029	Mobile #: 9841259144
E-Mail: : isha@webinformatix.com	

Name Of Your Primary Partner Organization/Institution: <b>Small Farmer Agriculture Cooperative Ltd</b>	
Classification Of Your Partner Organization/Institution: Cooperative organization	
Describe your Partner Organization's Role (Minimum 50 words):  Our partner organization's role will be to help us conduct awareness program in the community level and orientation program to target group. They will be playing a major role in managing eHealth service in salang VDC, Dhading. there will be a continuous communication, collaboration and coordination between SFACL Health Clinic and Central Hospital (Kathmandu medical college) in Kathmandu. Finally , monitors all the internal activities.	
Contact Person: Mr.Gopal Silwal Title: Manager	
Address: Salang – 7, Dhading	
Office Phone #:	Mobile #: 9841717684
E-Mail:	

### **SECTION III: YOUR PROJECT DETAILS**

<b><i>Project Details</i></b>

#### **A. YOUR PROJECT SUMMARY**

Please summarize your project. (Word limits 250). You may include any applicable drawing in separate sheet if applicable.

Health service is basic needs of each and every Nepali citizen as stated in the interim Constitution of Nepal. But we also know that the burden of diseases, in Nepal, is five times greater than in China and 50 percent greater than in India . The issue of safety net to poor and underprivileged is emerging as a great challenge to the government. Every Nepalese should be aware of the fact that the curable infectious diseases, maternal/ parental and nutritional conditions cause half of all deaths and 80 percent of deaths among under-five children. There is a close relation between poverty and health in least developed country like Nepal.

The Ministry of Health and Population is planning to introduce Public Private Partnership in health sector considering the efficiency of private health providers. Private health providers are concentrated mainly in urban cities of Nepal. However, the proposed project aims to provide health service through eHealth to the people of Salang VDC of Dhading district which is a rural setting. eHealth is an unique programme with an aim to provide access to health services for the rural people of Salang VDC. Web Informatix P.Ltd. in partnership with Small Farmer Agriculture Cooperative Ltd a Salang VDC based cooperative jointly introduce the eHealth Programme. In addition, Highway Community Hospital will associate with the programme during implementation phase. The basic concept of eHealth programme is to deliver preventive, curative and promotive health services to the local inhabitants (mainly poor and marginalized) with subsidized cost through eHealth. The implementation modality will be comprised of different activities e.g. orientation, awareness, eClinic establishment, primary health examination, diagnostic services and finally medical treatment of needy people using Internet.

## SECTION IV: PROJECT QUESTIONS

### ***Project Question 2***

How does your idea address the problem(s)/issue(s) described above in terms of securing peace through development, delivery of basic services and expanding livelihood opportunities to rural population? (maximum 500 words)

- Health education/awareness at community level: At the initial stage of the programme, various health education and awareness activities will be organized at 9 wards of Salang VDC that will enable local people to make familiar about eHealth and advantage of eHealth.
- HRD at local level: Assigned doctor and health assistants will be trained on eHealth system, so that they will be able to diagnose the case of the patient in consultation with senior level doctors at Kathmandu based eHealth Centre.
- Free of cost or low cost improved health services through eHealth programme: The 3 year interim plan of the GoN committed to provide free health care service to the disadvantaged and poor people. In our case, disadvantaged and poor people will have easy access to free health care services through eHealth if the government provisioned for this service. At present, local people have to pay high cost for medical consultancy as well as high travel cost to get the health service. With the help of eHealth system, the local people will have low cost improved health services.
- Quality health services: The people suffering from different diseases might not be diagnosed through locally available health personnel because, they are not qualified enough to handle all the medial cases. After induction of eHealth, the locally assigned doctor in consultation with Kathmandu based eHealth Centre through online advise will be capable to diagnose easily and provide appropriate and quality health services to the patients. The eHealth Service includes Telemedicine, Telehealth, Electronic Medical Records with real-time and store-and-forward mechanism.
- Electronic health record of the patient in place of paper prescriptions, diagnosis and pathological records: eHealth system is entirely based on e-documentations, so that, the records of the patient including pathological and radiological reports will be archived properly in the system.
- Diagnosis of complicated diseases at local level through eHealth: The local health professionals at Primary Health Care (PHC)/ Community Health Clinic/ Health Post level are not capable enough to diagnose the complicated case. As such, with the help of eHealth system, they can get advice from the senior consultant as and when required.
- Save money and time to travel urban centres for treatment: At present, the local people have to travel to District/ Regional/ Central level hospitals or Nursing homes for treatment as the case varies from simple to complex. For this purpose, the patient needs to spend lot of money and time for travel and get treatment. With the induction of eHealth system, as a consequence the saved money could be used in other income generating activities that will address poverty issues.

### ***Project Question 3***

How will you implement your idea? Describe in detail each of the activities/steps that your project will undertake to meet its objective(s). (maximum 600 words). Please provide a corresponding timeline in a separate sheet.

Following are the major activities that will be carried out during the proposed project period. A detail Implementation Plan with time line is attached herewith.

- Awareness activities on eHealth at community level
- Orientation to the target group
- System Installation
- Training to the staff
- Provide eHealth Services: The eHealth services comprised of (a) Preventive (b) Curative and (c) Promotive Services
- Communication, Collaboration and Coordination between Community hospital and Central Hospital
- Monitoring & Evaluation

### ***Project Question 4***

How is your idea innovative or different from existing approaches that are addressing the problem(s)/issue(s) you have described in question one? Why did you choose this particular approach? To your knowledge, what on-going efforts exist in this area that addresses this problem? Has your idea been implemented elsewhere or in a different context? If so, where? What specific characteristics of your project idea demonstrate that you are applying a novel/pioneering approach? (maximum 700 word)

#### **An Innovative/Novel Idea**

- eHealth concept is completely new in Nepal. eHealth means Information and Communication Technologies tools and services for health. Whether eHealth tools are used behind the scenes by healthcare professionals, or directly by patients, they play a significant role in improving the health of local people. Hence proposed concept will be an effective tool for providing expensive health services to the poor at low cost or no cost.
- eHealth covers the interaction between patients and health-service providers, institution-to-institution transmission of data, or peer-to-peer communication between patients and/or health professionals. Examples include health, information networks, electronic health records, telemedicine services, wearable and portable systems which communicate, health portals, and many other ICT-based tools assisting disease prevention, diagnosis, treatment, health monitoring and lifestyle management.

#### **Other on-going activities**

- As far as our knowledge is concerned, there is not such programme on-going in Salang VDC and Dhading district.

**Project Question 5**

What is your/your organization's role in implementing the project idea? Provide a brief description of your/your organization's activities and experience in the area/sector of the project. What is the particular capacity of your organization in implementing the project idea? (Maximum 300 words)

Roles and Responsibilities:

**Web Informatix Pvt. Ltd.**

- Orientation program to target group
- System installation at Central Hospital & SFACL Community Health Clinic
- Training to system user
- Communication, collaboration and coordination between SFACL Health Clinic and Central Hospital
- Monitoring and evaluation

**Small Farmer Agriculture Cooperative Ltd. (SFACL)**

- Awareness program at community level
- Orientation program to target group
- Provide eHealth service
- Communication, collaboration and coordination between SFACL Health Clinic and Central Hospital.
- Monitoring ( internal)

### ***Project Question 6***

Who will be proposed project team leader? This person will be the key contact person between Nepal Development Marketplace 2008 team and your project team. Describe the experience/background of the project team leader with regard to implementing the above mentioned project idea. Please enclose curriculum vitae of the proposed project team leader. (Maximum 200 words).

**Team Leader: Ms Isha Dahal**

**Qualification: Organizational management, Project management, Market research , Sales and marketing**

**Brief Experiences:**

**Web informatix**

- Managing the Resources, HR, Budget, Clients and other stakeholders
- Financial Management for the assigned projects
- Leading the team of IT professional and Marketing Executives

**Kangaroo kids school**

- Overall management of the company
- Client handling and negotiation
- Sales and Marketing Plan and Implementation
- Functional supervision in terms of HR, Finance, Account, IT and Marketing
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**Boss Magazine**

- Designing and developing the marketing plan
- Implementing the plan with resource allocation
- Sales force management
- Client handling and negotiation
- Leading the team of Sales Executives

### **Project Question 7**

What is the role of your primary partner organization in implementing the project idea? Please provide a brief description of your primary partner organization's activities in the area/sector of the project. What is the history of collaboration between your organization and your partner(s)? Is there a formal agreement for partnership on this project? Please enclose a copy of your agreement. (Maximum 200 words)

Role and Responsibilities of SFACL are mentioned below:

- Awareness program at community level
- Orientation program to target group
- Provide eHealth service
- Communication, collaboration and coordination between SFACL Health Clinic and Central Hospital.
- Monitoring (internal)

Web Informatix Pvt. Ltd has made an agreement Small Farmer Agriculture Cooperative Limited on April 25, 2008 to deliver proposed eHealth service under the program Nepal Development Marketplace 2008.

### **Project Question 8**

Who are the principal beneficiaries of the project activity? Please describe the degree of acceptance that the project has among beneficiaries and the level of participation, if any, of the beneficiaries in the project. (Maximum 300 words)

- Majority of local people of Salang VDC are not well-off. Due to low affordable capacity to pay high medical cost, low level of awareness about diseases, low level of education among the local people of Salang VDC, number of people are suffered from Uterine prolapse, gastritis, respiratory problem, malnourishment among children, eye problems and hearing loss etc. In addition, number of health problems are not been diagnosed due to unavailability of experienced health personnel at local level. Below stated chart explains about the target beneficiaries and their degree of acceptance and level of participation,

<b>Beneficiaries</b>	<b>Degree of Acceptance</b>	<b>Level of Participation</b>
Local people of 9 wards of Salang VDC (1046 families)	High	High
Local recruited health assistants	High	High
Local Medical Professionals (Doctor, Nurses and ANM)	High	High

### ***Project Question 9***

What are the expected outcomes/results of your project? How are they measurable? How do these results/outcomes help your targeted beneficiaries? If possible, indicate how many beneficiaries your project expects to reach. How should Nepal Development Marketplace 2008 measure project success after implementation is complete? (Maximum 300 words)

Following are the expected results of the project based on the indicators stated below:

- Improved health condition of local people with cost efficient health services and ICT integration.
- Increased small economic activities by utilizing saved time
- Employment creation at local level
- Enhanced living standard of rural people with IT health service access
- More patients get services and benefited from eHealth.
- Multiplier effect in future
- Doctor's efficiency increased
- Increased technological interventions

#### Indicators:

- Decreased morbidity rate as compared to previous HMIS data
- Child mortality rate decreased as compared to previous HMIS data
- Frequency of patient's visit to eHealth Centre increased as compared to visit record in HP/PHC
- Patient's visit to DHO/Regional hospitals/Nursing Homes decreased
- Diagnosis of diseases available at local level

### ***Project Question 10***

What characteristics of your project would you highlight to suggest that it is sustainable beyond the phase funded by Nepal Development Marketplace 2008? Please describe both organizational sustainability and financial sustainability, and indicate specific details (agreements from other donors, projected revenue flows) that can be verified to suggest that your project is sustainable and can leverage Nepal Development Marketplace 2008 funding. (Maximum 400 words)

- The partner organization Small Farmer Agriculture Cooperative Ltd. has been running a Community Health Clinic for last 3 years. Local people of Salang VDC are enthusiastically involved in this project, hence they could be able to continue this project by themselves. Initially the service fee collected from the patients will be deposited as reserve fund which will be utilized after the phase out by NDM.
- SAFCL will contribute some money to run the project after phasing out
- Since this project is a unique of its own kind, other international agencies might have interest to support this project in future. A proposal will be developed and submitted to supporting agencies to continue the project

### ***Project Question 11***

What is the possibility of implementing your idea/project elsewhere (in different parts of the county)?  
(Maximum 200 words)

The proposed project is subject to provide huge impact not only in rural life but also in urban life. The scope of the proposed project covers community level to VDC and District level. After successful implementation, it is replicable to other regional level too.

## **SECTION V: PROJECT COST QUESTIONS**

### ***Project Cost Question 1***

Briefly describe expenses in each of the categories that you have submitted in your proposal (total maximum- 500 words)

Personnel: 4,90,000.00 (Incl. Project Manager/ Finance Manager, Local Program Coordinator, System Administrator, System Designer, System Developer, Doctors, Health Assistant, Nurse and Local Assistants)

Materials and Equipment: 10,75,000.00 (Incl. Computer and Accessories, Software and programs, Networking and Communication, Medicines, Pathological Laboratory Equipments, Stretchers, Office Furniture and Fixtures, Stationery)

Training: 50,000.00 (Incl. Training and Deployment Service)

Travel: 1,50,000.00 (Incl. Travel and Accommodations for eHealth Team)

Others: 67,000.00

Evaluation/Information dissemination: 2,40,000.00 (Incl. Books about general health, Posters, Pamphlets, Leased Laptop and Projector Set, Card Board, Wall Papers)

General Administration/Overhead: 54, 800.00 (Incl. Office Rent, Heat, Light and Electricity, Telephone, Mobile, and Internet)

Other Funding Sources: 2,20,000.00 (Incl. Deurali Janta Pharmaceutical Ltd., From Hiedel Press, Unilever Nepal, xenoMED Foundation, Kathmandu Medical College and Teaching Hospital, Nepal Netra Jyoti Sangh)

Total Nepal Development Marketplace 2008 funding requested: 1,488,000.00 (Incl. Personnel, Material & Equipments, Administration and Training)

Estimated Project Revenue (if applicable)

2,65,000.00 (Incl. Patient Registration Fee, Doctor dressing charge, Sale of Medicines)

### ***Project Cost Question 2***

Please explain clearly any non-Nepal Development Marketplace 2008 funding that your project is receiving or will receive and indicate their contributions. To the extent possible, please indicate the names of the other donors and the amount they will be contributing to your project and what the funds would be used for. Please mention all fund sources that are anticipated but NOT confirmed as yet too. (maximum 250 words)

Our funding sources anticipated

- Deurali janta Pharmaceutical Ltd – medicine – Rs 50,000
- Unilever Nepal- soaps worth Rs, 5,3000
- Hiedel press –printing worth Rs. 10, 000
- SFACL- medical equipments worth Rs 1,00,000
- Web informatix- laptop, table chair, manpower worth Rs.2,00,000
- Capital FM –advertisement worth Rs 30, 000

**Project Cost Question 3**

If your project is generating any revenue from its activities, please describe. (maximum 150 words)

**Revenue generation**

- Sales of medicine - Rs, 47,500
- Patient registration fees -Rs 7,500
- Doctor dressing charge - Rs 5,000
- Doctor visit charge - Rs 5,000
- Sponsors of awareness program- Rs 2,00,000

**Project Cost Question 4**

Please enclose your organization's audited current and a one-year projected income statement and balance sheet.

**SECTION VI: ADMINISTRATIVE INFORMATION****Administrative Information Question****1**

NEPAL DEVELOPMENT MARKETPLACE 2008 will only accept applications in English for review. If your proposal is in Nepali, please enclose the original version for reference. The Nepal Development Marketplace 2008 team will only review this to clarify any potential ambiguities in the English version.

ATTACHMENT:  Yes  No

**Administrative Information Question****2**

Have you ever received a grant from any Word Bank grant program?

No

If Yes, indicate which one? The Word Bank has a number of grant funding programs that work with small organizations (Small Grants Programs, Post Conflict Fund, InfoDev, Development Marketplace Global Competition, Country Innovation Days, etc.). If you have previously received funding from any of these programs for a different project, it will not prevent you from competing in the Nepal Development Marketplace 2008.

**Administrative Information Question****3**

How did you find out about the Nepal Development Marketplace 2008? (maximum 50 words)  
Through Advertisement in Kantipur newspaper.

**SECTION VII: REQUIRED ATTACHMENTS****Attachments to be included:**

1. Applicable drawing. Attached
2. Corresponding timeline. Attached

3. Curriculum vitae of proposed project team available. Attached
4. List of Project Management Team/Staff. Attached
5. List of Board of Members of your organization. Attached
6. Copy of formal partnership agreement attached
7. Audited current and a one-year projected income statement and balance sheet. Attached
8. Your organization's and your partner's registration certificates. Attached
9. Original version of your proposal (if written in Nepali).

*I certify that the information provided is true and correct. By signing this document, I confirm our organization's participation to the Nepal Development Marketplace on May 05, 2005.*

Signature 

Date 18<sup>th</sup> June 08'