





The Piramal Foundation aims to create replicable solutions to some of our nation's most pressing challenges. Our method is based on a belief that talented young people, challenged to address some of our country's most common development issues, will find innovative solutions that are relevant, cost-effective, and applicable to the nation at large.



DEMOCRATIZING THE YOUTH **ACCESS TO** HEALTHCARE

ENGAGING IN NATION BUILDING DRINKING WATER

IN CLEAN

IMPROVING QUALITY OF PUBLIC EDUCATION

CVCTEAL



Our Initiatives

In line with Millennium Development Goals, we are focused on universal primary education, reducing child mortality rates, improving maternal health and improving access to safe drinking water. We currently work across 21 states, a lot of which is in partnership with state governments. We have developed innovative approaches and programs in every vertical and have built strong Partnerships.

Needs addressed in the respective initiatives are as follows:

<u>Primary Healthcare & Nutrition - Piramal Swasthya</u>: We work towards enabling preventive, promotive and curative primary healthcare provisions especially to most vulnerable sections, leveraging Information communication technology platforms, improving health status of society

<u>Youth Empowerment - The Gandhi Fellowship</u>: We work towards acting as catalyst in creating change agents & nation builders through the Gandhi Fellowship. These young fellows work at the grass root level, taking on real challenges and solving live problems, it enables them to develop their skills, discover themselves, their passion, realize their potential and cause positive, systematic, exponential and lasting change in the society

<u>Safe Drinking Water - Piramal Sarvajal</u>: We work towards making affordable, safe drinking water accessible in sustainable manner to underserved communities

<u>Education - Piramal Foundation for Education Leadership:</u> We work on inculcating right mind-set & leadership skills to Government School Headmasters to positively impact the quality of education in schools





Our Approach

Partnerships: Key for scale up

Healthcare:

- State Governments
- USAID, World Diabetes Foundation
- National Aids Control Organization

Education Leadership:

- State Government & Municipal Education Leadership: Corporations
- UNICEF, USAID, Michael & Susan Dell Foundation
- Harvard Graduate School of Education, NYU

Drinking Water:

- State Bodies such as, Delhi Jal Board, DTC, DIMTS, Himachal Government, Jaipur Municipal Corporation
- World Bank's Consultative Group to Assist the Poor, Michael & Susan Dell Foundation

Scale

Healthcare:

Telemedicine services to connect unstaffed Primary Health Centres with doctors & specialists in cities.

- Education leadership to drive change
- Fellowship as a program to build a cadre of Nation Builders

Drinking Water:

- Remote sensing tools in water filtration plants
- Modular solution (Water ATMs) Solar powered, stand alone unit permitting 24*7 access
- Use of swipe cards to address 'overcharging'

Innovation: Proof of Concept / Pilot / Sustainability: of Solution & Financial Model

- Non emergency Healthcare services delivered remotely through appropriate use of technology
- School Principals' Leadership Training evolving to Block / District Level Leadership **Training**
- Safe & affordable water delivery's viability established through entrepreneur driven franchisee model

Financial sustainability:

- Developing revenue models to offset development costs (Healthcare catering to CSR projects)
- Building a 'for profit' social enterprise which meets a key social need at an affordable price point (Water)







Piramal Swasthya, an initiative of Piramal Foundation, is one of the largest not-for-profit organizations in India working in the primary public health care domain with a focus on Maternal, Child and Adolescent Health and non-communicable diseases. From supplementing the existing Healthcare System to advocating changes in it, Piramal Swasthya is pursuing its promise and vision of transforming the health ecosystem through high impact solutions, partnership and thought leadership.

The solutions provided mitigate issues of accessibility, availability and affordability in remote areas, and also serve as a platform through which technology enabled quality healthcare services can be rendered and customised to fulfil specific needs of the society.

Starting with a pilot in Andhra Pradesh in 2007, it has spread its footprint to now cover 16 different states of the country.





More than 10.6 Crore beneficiaries served (including revisits)

More than 4.7 Crore beneficiaries provided with validated health advice through our remote health advisory intervention services through 370 call centre seats

More than 4.5 Crore beneficiaries delivered health facilities at their doorstep through community outreach programme in 14 states through 417 Mobile Medical Vans

More than 2.2 Lakh beneficiaries provided specialist consultation through 30 telemedicine nodes

Workforce of 4000+ employees (580+ doctors, 1700+ paramedical workers), across 19 states



Remote Health Advisory and Information Services

Remote Health Advisory and Intervention Service aims at providing validated health and medical advice especially to vulnerable sections through various digital channels. Through toll free health helplines such as 104, 1097 and MCTS in 7 states of the country, a patient can avail health and medical information related services, counselling services; request directory information like list of hospitals and can lodge a complaint against any Public Health facility.

Health Information Helpline

The Health Information Helpline (HIHL) is a health contact centre that aims to reduce the load due to minor ailments on the public health system. HIHL provides 24×7 basic medical advice and counselling services. The helpline is built as a platform that provides a multitude of services. The platforms now support Government's front-line programmes like Mother and Child Tracking System (MCTS) and HIV/AIDs counselling.

Tele-medicine Services

Piramal Swasthya's tele-medicine service focuses on delivering the most accessible and affordable care by providing high-quality specialists with an electronic health record of each patient. It virtually connects doctors to patients and reduces the need for highly-skilled health workers where they are scarce. Impact of services: High quality antenatal care, NCD care; teleconsultations





Community Outreach Programme: Mobile Health

Community Outreach Program aims at tackling barriers faced by rural people in accessing primary healthcare. As part of this fixed day mobile outreach, mobile medical vans with doctors and paramedic team visits a community/village at a regular frequency, conduct diagnostic and lab testing and test reports are uploaded to the Electronic Health Record in real time. Mobile vans are equipped with medical devices, medicines and health workers and are deployed to even remotest of rural and tribal villages with no access to Public Health system. The objective is to extend the services of Public Health system by using resources, in screening, making referrals, mobilizing and following up people with risk of chronic diseases, those requiring Maternal or Child Health care services and addressing minor ailment. Each beneficiary is provided a Unique Identification Number and Electronic Health Record is created, which helps in clinical management of diseases and conditions. In addition, the Mobile Health services are also operated as a CSR intervention for several public sector and private sector organizations

The Community Outreach program has 2 models -Nurse led model in Assam and Doctor led model in AP

Nurse led Model | Sanjeevani Village Health Outreach program | PPP - Assam | 2012

Sanjeevani - Village Health Outreach Program is once-amonth, fixed date outreach initiative that will result in converged health services at the Village level. Sanjeevani is operating throughout the state with 80 Mobile Medical Units (MMU).

Doctor led Model | Chandranna Sanchara Chikitsa | PPP - Andhra Pradesh | 2016

Piramal Swasthya operates one of the largest Mobile Medical Units (MMUs) program in the country in partnership with the Government of Andhra Pradesh. The 286 MMUs are making healthcare service delivery available, accessible and affordable in all 13 districts of Andhra Pradesh.







ASARA Tribal Health

Program Started in 2011, project 'ASARA' focused on the tribal populations of Araku valley in Andhra Pradesh, covering a population of 45000+ in 181 habitations. Mobile health workers travel to remote habitations and serve pregnant women. Specialist doctor consultations are facilitated through telemedicine centres.

Since 2016, in this area, there has not been a single maternal mortality.

The current programme, Asara 2.0, is an expansion of this successfully implemented model. The expansion aims to cover the 2.5 lakh-plus population, including women, children and adolescents in 1179 hard-to-reach habitations across the 11 mandals of the entire tribal belt of the district.

A baseline assessment was conducted in a sample of villages within the 1179 hard-to-reach habitations to understand the current reach of ANC services and mother and child health services in the region.

Key results from the study

33% of the mothers have more than 2 children
Only 63% received their ANC care in first trimester
39% opted home delivery
Locally made substance applied to umbilical cord in
24%

Key results from the study

17 years Average age at marriage of mothers and pregnant women
50% have poor Dietary Diversity Score (DDS)
79% mothers preferred home delivery, over institutional
41% reported restrictions on their diet, on conceiving







Gosthani Nutrition Intervention

Gosthani nutrition intervention is a part of Tribal Health Program and has a community-based approach to nutrition to make communities aware about importance and benefits of healthy and nutritious diet. The dedicated community nutrition hubs are set up to help prepare, process and preserve nutritional - traditional and locally available - food items for families.

Gosthani project baseline evaluation results: In alignment with Piramal Swasthya's intervention to reduce the malnutrition and ensure food security in tribal hamlets of Araku, baseline evaluation study was conducted in partnership with an evaluation partner.

The findings from both ASARA and Gosthani projects are put to use in routine monitoring of the project progress and informing the management on the performance of projects in achieving the results and forming basis for modifications in the project activities.

D.E.S.H. Cancer Screening Program

Piramal Swasthya launched its community-based screening programme - D.E.S.H. for oral, breast and cervical cancers in Kamrup. The programme components include creating community awareness, screening for the cancer of oral cavity, breast and cervix through mobile cancer screening units, mobility for the patients detected positive to a treatment centre and tracking and follow-up. Equipped with the best equipment, including a mammography unit and staffed by doctors, nurses and radiographers, the Mobile Cancer Screening Unit screens the local population for oral, breast and cervical cancer. Patients identified with cancer are referred (and transported) to Dr. B. Borooah Cancer Institute for treatment. The data collection for a baseline assessment to understand the people's knowledge on Cancer and perception towards undergoing cancer screening and availability and accessibility of healthcare services in their vicinity is being done.





Accessible Medical Records via Integrated Technologies (AMRIT)

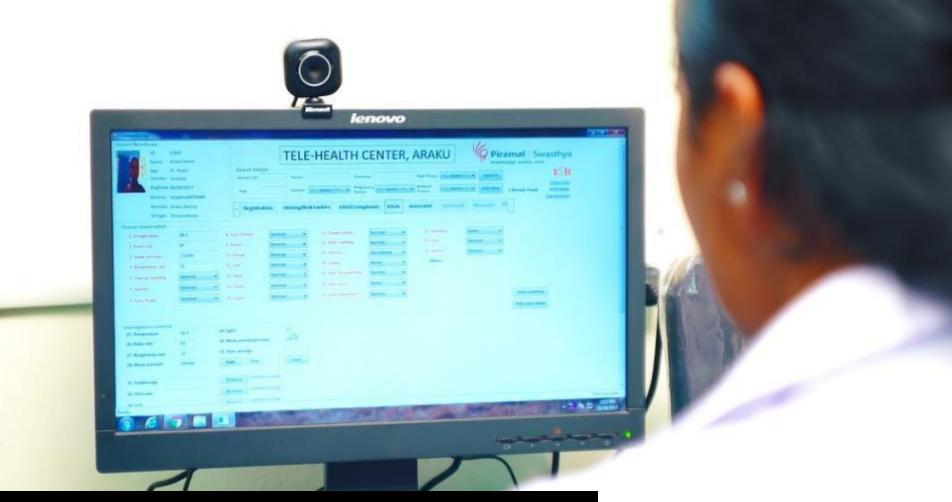
The integrated Electronic Medical Records platform, AMRIT (Accessible Medical Records via Integrated Technologies), will revolutionize the use of technology in healthcare systems by bringing millions of health records on one platform.

The platform will act as a foundation in creating a connected healthcare system which will aid health care transformation in India. AMRIT will allow disparate systems to connect to it and use the Patients' Electronic Medical Records (EMR), thereby creating a unified and ubiquitous presence of Health Data of the patient across India.

Through in-built tools such as the Clinical Decision Support System (CDSS), AMRIT will ensure delivery of standardized as well as personalized health care, leveraging beneficiary data, for better outcomes. This data will be used to come up with better insights to aid in evidence-based decision making and policy changes both at the national level and at the grass-root level. AMRIT will provide a unique opportunity to create phenomenally better healthcare systems in terms of delivery, outcomes, and reducing costs.

The idea that any person in India can go to any health service provider/practitioner, any diagnostic centre or any pharmacy and yet be able to access and have fully integrated and always available health records in an electronic format is not only empowering but also the vision for efficient modern age healthcare delivery.





Accessible Medical Record via Integrated Technologies (AMRIT)



Partners

Government

Partnerships are a key fulcrum for scalability, replicability and technology adaptation. Piramal Swasthya partners with Governments, iNGOs and CSR clients to scale interventions and deepen the traction with communities in the most underserved areas. Partners seek us for not only best practices in implementation but for expertise and innovation.

















Government of AP











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Access Health

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Piramal Foundation for Education Leadership (PFEL) is a change management organization working in the field of education. PFEL started its intervention in 2008 with a focus to improve learning outcomes in public schools in India by supporting Public Education System Leaders to cause self and systemic behaviour change through:

- **Developing Leadership Skills:** PFEL works closely with the District Education officials, Principals and Teachers across 5 states to develop their leadership skills by conducting workshops on leadership development, implementing Need-based Assessment Tools and providing on field support with our Gandhi fellows.
- Improving Processes: PFEL works closely with the Principals, Teachers and officials of Public Education system to improve processes in schools and the school administration system such as Library, Assembly, Mid-Day Meal, BAL Sabha, distribution of free items for schools, delivery of teaching-learning material, officials' recruitment and induction process etc.
- **Deploying Technology:** PFEL supports Education officials, Principals and Teachers by implementing unified scalable technology solutions which provide an assessment based digital learning, remote support, and encourages group learning for Education officials.

Piramal School of Leadership is a training facility located in Jhunjhunu, Rajasthan, India. Established in 2013 by PFEL, as a unique training centre to spearhead education leadership in India, Piramal School of Leadership offers services to develop leadership skills and relevant knowledge by training government teachers, headmasters, resource persons, block/district administrators and youth in order to positively impact the quality of education in schools.

PFEL runs *Gandhi Fellowship program*, a professional program in transformational leadership for young social entrepreneurs. PFEL provides youth with the opportunity for personal transformation through self-discovery and thereby, leads social transformation.





Student Learning Outcomes

PFEL has improved student learning outcomes of Mathematics and Language, causing 18% rise in learning outcomes of standard 3rd and 5th across 5 states (Rajasthan, Gujarat, Maharashtra, Uttarakhand, Haryana), in 2017-18

Enrolment

PFEL supported government education officials, Principals and Teachers in Jhunjhunu district to conduct enrolment campaign

'Apna Baccha Apna Vidyalaya', which enhanced enrolment by re-enrolling 6000 girls among 30,514 total re-enrolments

Gunotsav

PFEL upgraded 39 schools in Gujarat. Gunotsav is an accountability framework for quality of primary education which includes learning outcomes of children as well as co-scholastic activities, use of resources and community participation

Gandhi Fellows

In the current Gandhi Fellowship batch, PFEL has recruited 450+ fellows from A+, A, B colleges, across the nation. PFEL has placed 700+ fellows from earlier batches to work in Government, CSR and NGOs.











Piramal Foundation for Education Leadership

(partial Europation Education and Leadership is focused on improving student learning outcome of government schools across India by strengthening school processes building relationships within the community and establishing libraries

School Leadership Development Program (SLDP)

Build school Leadership

- •Leadership skills of Headmasters
- Pedagogy skills of teachers
- •Engagement of parents & SMC

District Transformation Program (DTP)

Build District Leadership

- Facilitation skills of Facilitators
- Coaching skills of Coaches
- Change Management skills of officers

State Transformation Program (STP)

Support Systemic Change

- Organization Development
- •Technology and Process
 Development
- •Leadership Development

Gandhi Fellowship Program (GF)

2 Yrs. Residential Prog. for Youth to

- Build leadership skills
- Build Entrepreneurial skills
- •Articulate Private Dream

Virtual Field Support (VFS)

Build

- Pedagogical skills of Teachers
- Classroom teaching skills of Teachers
- •Entrepreneurial skills of Rural Women

The New Millionaire Program (TNMP)

Provide support in

- •Fellowship Journey of Gandhi Fellow
- Career of Fellows
- Career of Alumni



14 states

Schools impacted directly: 1360

Students impacted directly: 3 Lakhs

Students impacted indirectly: 4 Crore

Government officials impacted: 6481

Learning outcomes achieved: 18% improvement (From 28% to 46% for class 3 & 5 in Math & Language)

Total no of Gandhi Fellows: 742

Current Gandhi Fellows: 620



Partnerships







1.Funding Partners

- USAID (United States Agency for International Aid): USAID is the leading U.S Government Agency that is co-funding KEF's project of 293 schools in Surat, Gujarat
- Michael & Susan Dell Foundation (MSDF): Michael & Susan Dell Foundation (MSDF) was founded by Michael Dell and Susan Dell in 1999 in Texas, USA. MSDF is funding KEF's projects since 2010, currently co-funding 293 schools in Surat
- UNICEF: Project in Rajasthan is partly funded by UNICEF. Activities like principal training, and capacity building workshops are funded by UNICEF





2. Government Partners

- Government of Rajasthan: MoU with the Government of Rajasthan to run Principal Leadership Development Program in 4 districts of Rajasthan Jhunjhunu, Churu, and Udaipur & Dungarpur
- Nagar Prathamik Shikshan Samiti (NPSS) of Surat & Municipal Corporation of Greater Mumbai (MCGM): Partnership with the Municipal Corporations of Surat and Mumbai.

3. Technical Partners

- Educational Initiatives: Impact Assessment carried out by Education Initiatives
- Harvard Graduate School of Education (HGSE): HGSE is a research partner on 2 initiatives
- Mindtree: Collaboration with Mindtree to productize the School Excellence Program











Piramal Sarvajal, seeded by the Piramal Foundation in 2008, is a mission-driven social enterprise which designs and deploys innovative solutions for creating affordable access to safe drinking water in underserved areas. Sarvajal is at the forefront of developing technologies and business practices in the safe drinking water sector that are designed to make a purely market-based model sustainable in both rural and urban deployment conditions. As a result of our innovative and technology driven approach we are now annually **providing over 513,680+ people daily across 19 states** with reliable access to safe drinking water at over **1270+ touch-points**, as on September 30, 2018.

Our Approach

Piramal Sarvajal has designed and deployed decentralized community level drinking water set-ups which provide 24x7 access even in remote rural areas. Piramal Sarvajal sets up community level solutions that are locally operated but centrally managed on a market based pay per use system. We are purification technology agnostic, we leverage cloud based technology for greater operational oversight. As such, our initiatives are low cost for high impact. India has more than 6 lakh villages with population density varying from a lakh to a few hundreds. This brings its own set of challenges towards ensuring viability of the water set-up. Piramal Sarvajal has developed varying models keeping in mind these challenges. For its Corporate-led model, it has around 70 partners including Nestle India, Standard Chartered, Ujjivan, AMP to name a few.







OUR INITIATIVES

Large sized villages: Entrepreneurial driven model In villages with population of more than 1000 households, Sarvajal promotes an entrepreneur owned and managed franchising model. Scale & Reach: 200+ franchisees spread across 5 states serving 200,000 people daily

Medium Sized Villages: Corporate funded Adopt a Village Model For medium sized villages where the viability of the model is not assured in the short term, it is difficult to harness entrepreneurial energies. For these villages Piramal Sarvajal partners with philanthropic organizations . Scale & Reach : Serving 100,000 people daily in 300+ villages

Increasing access to drinking water in schools Piramal Sarvajal has designed and deployed solutions specifically for schools, which comprises of setting up a purification unit and dispensing point which is set at school mode to supply fixed quantity free of cost safe drinking water to the students during school hours. Scale & Reach: Safe drinking water facilities at 150+ schools serving more than 100,000 students daily

Small Sized Villages: Strengthen Government Funded Programmes Over the years community level drinking water set-ups have been popularized and the government has taken notice and promoted this as a rural solution. Currently more than 15,000 community based water purification plants have been installed at rural locations across multiple states by the respective state governments.

Beyond-the-pipe Communities: Hub and Spoke Model The hub-and-spoke model comprises of a network of water ATM units (spokes) installed at multiple locations attached to a localized purification unit (hub), the purified water is transferred from the purification unit to these ATMs through a custom designed water carrying vehicle.

Public Places: Purification, Chilling and Dispensing Unit Piramal Sarvajal has specially designed and deployed affailing Purification-Chilling-Dispensing unit for serving common commuters at public places.











Partnerships



 Delhi Jal Board (DJB) & Delhi Integrated Multimodal Transit System (DIMTS) - Provide affordable access to safe drinking water at Savda Ghevra through to approximately 8000 households and 9 different bus depots across the national capital

CGAP

- Consultative Group to Assist the Poor (CGAP) A policy and research center housed at the World Bank To test the digital finance payment mechanism and launch pilots through Sarvajal
- Queen Maxima of the Netherlands' visit to Savda Ghevra In the capacity of UN's special advocate for Inclusive Finance for Development to see how the innovative Water access
 • Michael & Susan Dell

 Michael & Susan Dell Foundation - Provide safe of model with solar powered Water ATMs installed of



overnment schools in Jaipur through Hub and Spoke







25 ASPIRATIONAL DISTRICTS

7 STATES

1 NATION

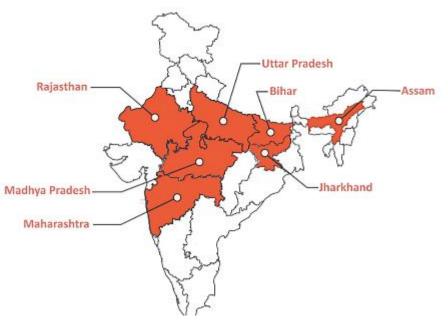
NITI AAYOG | PIRAMAL FOUNDATION

IMPROVING INDICATORS FOR EDUCATION AND HEALTH & NUTRITION

#NayiNitiNayaBharat







Piramal Foundation partnered with NITI Aayog to improve Education and Health indicators in 25 districts across 7 states.

Jharkhand	Sahibganj, Pakur
Maharashtra	Nandurbar
Rajasthan	Baran, Jaisalmer
Bihar	Sitamarhi, Katihar, Araria, Shekhpura, Begusarai
Madhya Pradesh	Singrauli, Barwani, Khandwa, Damoh, Vidisha
Assam	Dhubri, Darrang, Barpeta, Goalpara, Baksa
Uttar Pradesh	Bahraich, Shravasti, Balrampur, Chitrakoot, Sonbhadra

Districts under consideration:

Maharashtra	Osmanabad, Washin, Gadchiroli
Odisha	Kalahandi, Nabarangpur, Nupada, Raygada





Piramal Foundation signed a statement of intent (Sol) with NITI Aayog in November 2018 for facilitation of Swajal scheme implementation at 16 districts across 7 states.

<u>Swajal</u> is a demand-driven, mini piped water supply scheme that lays emphasis on community ownership to ensure sustainable drinking water provision at remote rural habitations. Sarvajal has deployed a team of 25 state and district leads to deliver programmatic support across five thematic areas:

- 1. Behaviour change communication
- 2. IoT enabled monitoring and evaluation
- 3. Water quality and solution design
- 4. Source sustainability
- 5. Operations and maintenance (O&M)

Sarvajal has developed an IoT-based remote monitoring solution (comprising of sensors and an online dashboard) for Swajal scheme and are collaborating with MDWS and NIC to pilot it at 10 locations across the country.





