



Miller Center

for Social Entrepreneurship

Name of social enterprise: Business for Health Solutions

Mission statement: Increase healthcare access for communities in Africa by building the capacity of local healthcare enterprises

Webpage: <https://businessforhealthsolutions.com/>

GSBI 2020 business plan presentation: <https://www.youtube.com/watch?v=d2P-vlCbp0> but note that BHS has participated in several Miller Center programs

Headquarters location: BHS has an all-remote team

Location(s) of research: Tanzania

Additional background materials <https://millercenter.box.com/s/ite6pqi8yqtroio0tj9qm9qbm9t4g7po>

Background: BHS works across the health care value chain -- with manufacturers, distributors, and hospitals – to create more efficient operations to deliver greater value to health care providers, and thus increase health care access. It operates with a business-to-business (B2B) model, drawing on contributed services from the Global North to share with health care organizations in Africa. It recently participated in Miller Center's [Impact Measurement and Management with Sopact](#) program, in which it developed a sophisticated impact dashboard. However, any social impact model for B2B social enterprises is inherently challenging, since they deliver value to partner organizations who themselves impact local communities.

The challenge: to create social impact case studies of BHS's work with local health care partners that interpret and make meaningful the data gathered by its impact dashboard.

Action research products needed:

1. Several data-driven social impact case studies of BHS's work with local health care partners, highlighting the value of BHS and its intervention for funders, Global North corporate partners, and local health care partners.

Student skills needed: cross-cultural communication skills; quantitative reasoning; social science analysis and interviewing skills; excellent writing skills.

Keywords: Health system innovation; health care access in Africa; health care value chain; health care innovation assessment;

Regardless of the pandemic, the fellowship will run in 2022, with or without international travel. We have designed 2022 action research projects to be conducted via remote engagement (e.g., via Zoom) without the immersive component of travel to the field. All applicants should enter and proceed through the application process with the assumption that no international field placements are currently planned. For more information, please attend a fellowship info session.