



Our participation in the Johnson & Johnson (J&J) secondment programme continued into 2018, with us welcoming two new secondees who worked on stock management in our Southern and Eastern Africa regions for a period of six months. Their ideas and proposals were subsequently formulated into a harmonised approach, which has since been rolled out to 5 clinics and will be introduced across the rest of our network in 2019.

Following a rigorous procurement process, we identified and selected a software package and developer that best fits the specifications for our new cross-border electronic medical record (EMR) system. The next phase of the project is now underway to finalise the implementation plan and commence with the development, training and piloting. We're also continuing our efforts in the meantime, to raise further funds to take forward the next steps for the future roll-out throughout our entire network of clinics.

Our networking, account management, fundraising and brand awareness efforts were stepped up throughout the year. This included participating at the 2018 International Aids Conference in Amsterdam, where visitors were invited into our replica mini blue box clinic, to meet with both staff, as well as some of our clients, who we'd flown in specially to share their experiences. Visitors were also offered the chance to be transported to Africa whilst taking a 360° virtual reality video tour of one of our roadside clinics. To maximise our presence at AIDS2018, our North Star team were represented and spoke at several satellite sessions, attended partner events, invited visitors to our film screening, hosted our own networking event, featured in the AIDS2018 magazine and met directly with many strategic potential and current partners.



In addition to AIDS2018, North Star were also represented on a panel discussion at the Fifth Global Health Systems Research Symposium in Liverpool and also participated at the invitation only Innovations in Healthcare Annual Forum in Washington, at which our Strategic Advisor was a panel member during one of the sessions.

In the interest of strengthening our sustainability, the International Office has worked in collaboration with Sumerian Partners, to extensively review several options to generate revenue in 3 countries; Kenya, Tanzania and South Africa. Our current model is almost entirely dependent on grant funding and having consulted with several experts, the decision was taken to explore opportunities to diversify North Star's income.

Based on the results of the analysis carried out, we initiated plans to open a revenue generation clinic which is due to be launched in South Africa in 2020. If successful, the model will be scaled and replicated across the Southern and East African regions, with the intention that the revenues generated will partly cover the running costs for these clinics.

In May we brought together our senior management team for a week-long workshop, during which the main topic of discussion was the strengthening of trust and transparency across the organisation, as well as ensuring the flow of information was being openly shared between the regions. The main outcome from the meetings and discussions was the introduction of a matrix management model, which is currently being designed and due to be fully implemented in 2020.

The International Office's main achievements have come about largely as a direct result of the support we've received from our financial partners: the Johnson & Johnson Corporate Citizenship Trust, Trafigura Foundation, Puma Energy Foundation, ViiV Healthcare, Pfizer Foundation and Stichting Dioraphte. We're extremely pleased with the progress of our strategic objectives and are looking forward to realising our plans throughout 2019, as we continue to shape and professionalise our organisation and expand the opportunities for North Star to reach its full potential. We'd like to express our enormous thanks and gratitude to all of the partners that provided North Star with continued and invaluable support throughout 2018. Based on our current forecasts, we expect new funding opportunities to be confirmed, which will open the door for North Star Alliance to make even more headway.



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