

HARD-WON PARTNERSHIPS: BEST PRACTICES FROM THE FIELD

Monday, June 25, 2018

(This document provides a summary of some of the key points made during a special presentation by HealthRays at the 2018 Rotary International Convention in Toronto.)

How Healthrays® Partnerships Were Formed and Basic Project Infrastructure Created

1. February, 2011: District 6440 was asked to meet with the Ministry of Health and Social Assistance of Guatemala, members of District 4250 and Pan American Health Organization (PAHO) and the Ministry of Energy and Mines in Antigua, Guatemala. RC Park Ridge in District 6440 installs/dedicates a digital x-ray system in Guatemala City for the municipal workers and children of the streets. Three suppliers are involved.
2. Guatemalan Ministry of Health (MOH) demonstrated a need for digital x-ray systems to upgrade some clinics after an EU study completed in 2007 suggested a tiered access to primary healthcare for the very poor of the country. MOH requests 29 clinics upgraded with x-ray systems.
3. February-March, 2011 – District 6440 drew up a Memorandum of Understanding (MOU) defining the roles and obligations of the potential partners (Guatemalan MOH, Guatemalan Ministry of Energy and Mines, PAHO, Guatemalan Rotarians, USA District 6440 Rotarians and supporting agencies). The MOU was signed in Guatemala with significant media coverage arranged by the Guatemalan government in April of 2011. A consultant and Radiology Physician for the Guatemalan MOH was appointed to work with Rotarians (Dr. Galdamez).
4. Rotary District 6440 formed a HealthRays Project Committee (29 installations was determined to be beyond the capabilities of a single club) and began researching possible digital x-ray systems at the Radiology Society of North American's (RSNA) annual conference in Chicago for the next 2 years (late November-early December each year). Doctors Hanson and Palmer were asked for access and pre-publication rights (on the HealthRays website) for their study into remote clinic digital x-ray capability ("Diagnostic Imaging in the Community: A Manual for Clinics and Small Hospitals" Philip E.S. Palmer, Gerald P. Hanson, 2011). World Health Organization (WHO) WHIS-RAD (World Health Imaging System with Radiology) technology was selected.
5. A district website, www.healthrays.info, was designed and maintained by Rotary District 6440.
6. USAID and Taiwan government contacts were made in Guatemala to explore other governments' involvement and support (ambulances are purchased by the Taiwan government).
7. A check-off list was designed for local Guatemalan Rotary clubs to follow prior to equipment being ordered by the local Rotary clubs. Guatemalan HealthRays project committee formed and mentor clubs identified for each clinic installation (ongoing).

8. In 2013 the first Rotary Global Grant written. Rotary Foundation Trustees requested a separate global grant application for each clinic installation.

Timeline: A Look at the Growth of HealthRays

Since the inception of the HealthRays concept in 2011 and the development of formal working agreements with its major partners, the project has made steady progress in moving forward with clinic installations. Timelines and major milestones are highlighted below:

- 2011-2014 - Needs assessments (MOH requests 29 clinics to be upgraded with HealthRays digital x-ray systems) and site-mapping completed; formal agreements signed with core partners, including Guatemalan government and Pan American Health Organization
 - First three clinics completed (Primero de Julio – 1st of July in Mixco, El Amparo, El Paraiso)
 - RI President-elect Gary Huang inaugurates the first clinic
 - Trauma physicians added to staff of two clinics, reducing need for patients to travel for treatment
- 2015-2016 - Four clinics completed (Palencia, Villa Canales, Livingston and Fraijanes)
 - Guatemalan Coast Guard assists with delivery of HealthRays equipment
 - Two of these clinics were funded by Districts in Taiwan
 - Rotary International President John Germ visits Villa Canales clinic dedication.

2017-2018 - Eighth clinic completed (Gualan) and equipment ready to be ordered for ninth (Nahuala) clinic. Funds raised for tenth clinic (Dispensario Antituberculoso Central (DAC) will handle x-ray needs for smaller clinics in nearby Zones 1,3, and 5. Clinic #11 will be funded by a Rotary district in Spain (probably Chapul). Clinic #12 funded by Taiwan Rotary district 3481 (probably Ixchiguan). Clinic #13 may be funded by a Texas Rotary district in 2019.

- Guatemalan government establishes “strengthened clinics” for public health clinics which includes clinics with HealthRays systems installed.
- Taiwan Rotary district 3481 pledges funding for eleventh clinic as part of District 6440 Friendship Exchange and re-establishment of district sister agreement.
- Project funding reaches more than \$750,000 (#Districts, #clubs, #individuals).
- District 6440 begins Interact Club Cup competition within the district for HealthRays funding assistance beginning in November.

Bonuses of the Project

- Rotary District 6440 had a five-year relationship with Guatemalan clubs and district governors before the meeting in 2011 with the Guatemalan government. Trust and cooperation between the two districts is well established with annual service projects sponsored by the district as well as individual clubs and with annual district trips to work in Guatemala.
- Our equipment supplier (only ONE), SEDECAL, has a local presence in Guatemala City. Their staff is willing to visit clinics for installation training and technical support.
- The Ministry of Health celebrates and “owns” this improvement (the evolution of the public health system in Guatemala). The local and national government entities celebrate the

installation of the digital x-ray systems and publicize the improvements to the public health system. They claim it as their own.

- The local Guatemalan Rotary clubs and district have dedicated significant time and energy to this project.
- District 6440 has six Past District Governors as HealthRays committee members along with eight other club members. The leadership and expertise of our PDGs is being actively utilized.
- DG, DGE, DGN and DGND of District 6440, as well as a current RI Director, DGE, and PDGs from Guatemala, are actively involved and supportive of the project.
- HealthRays Digital X-Ray Project has been highlighted by Rotary International Presidents and Rotary Directors as an example of a “high impact” project.
- The Pan American Health Organization (PAHO), one of our project partners, is completing an article highlighting the project and their contributions to it. Publication is expected in January 2019.