

CREATE

MAGAZINE FOR SOCIAL
INTRAPRENEURSHIP

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OCTOBER 2023



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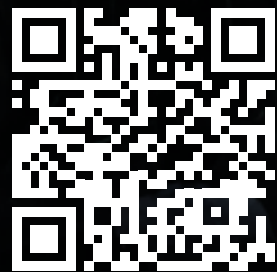


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mmhtogether.com

DEAR READERS,

As we navigate the challenges of a rapidly changing world, sustainability remains at the core of our values and mission. We firmly believe that social engagement plays a pivotal role in shaping a better future for all. Going forward, we are heavily vested to drive sustainable impact through our Social Engagement initiatives.



Picture: Making More Health

Maria Tereno, Global Head of Culture & Sustainability,
Boehringer Ingelheim

Social Engagement is vital to our sustainability framework, Sustainable Development – For Generations. It allows us to impact underserved communities by empowering employees, partners, and social entrepreneurs. We aim to positively impact 50 million people in these communities and engage over 20,000 employees by 2030, in alignment with the United Nations Sustainable Development Goals 2030.¹

Central to our strategy lies the Boehringer Ingelheim Social Engagement continuum – an all-encompassing approach that covers a wide range of initiatives. From supporting local communities and selected social entrepreneurs to aiding social start-ups grow and scale through engagement funds, our aim is to address diverse needs and aspirations.

I am thrilled to share a highlight of our Social Engagement initiatives. Last year, Cowtribe, a leading veterinary delivery company from Ghana, was the first to receive investment and support through our BI SE initiative. They use innovative technology to deliver vaccines and animal health products to smallholder farmers in rural communities, ensuring their well-being and livelihoods. Learning from promising start-ups with scalable business models for positive change is invaluable for continuously refining our approach.

Equitable health is a cornerstone of our commitment, and its meaning varies across communities. Achieving it needs analyzing healthcare barriers and applying tailored mechanisms for each context. Our continuum offers diverse opportunities to help people overcome barriers and enable access to healthcare.

We recognize that achieving this ambition requires collaboration for sustainable impact. We are glad to work with NGOs, communities, governments, collaborators, and partners like Ashoka, our valued social entrepreneur network. This long-standing partnership has enriched our operations and provided valuable experience, which we greatly appreciate. Because only together can we create a fairer, healthier, and greener world.

¹ To learn more about the UN Sustainable Development Goals, visit <https://sdgs.un.org/goals>



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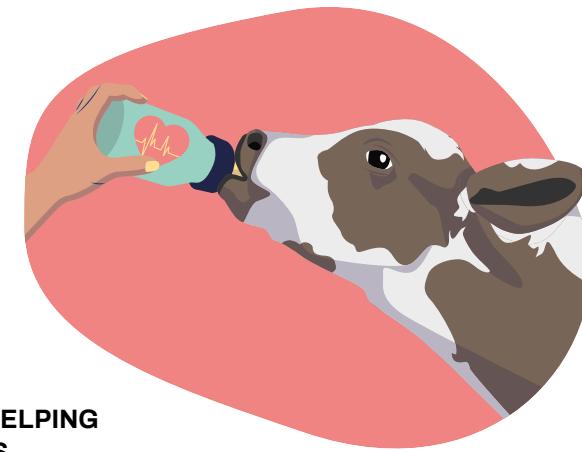
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ESSENTIAL INGREDIENTS TO CREATE SHARED VALUE



Among his many accomplishments, **Jean Schefftsik de Szolnok**, Member of the Board of Managing Directors responsible for Animal Health, was a founder of MMH. With Jean retiring from his board mandate at the end of 2023, we took the opportunity to discuss his insights and highlights from his continuing work with MMH over the years.

Picture: Boehringer Ingelheim

Jean, the year is 2010. Two Harvard business professors are about to share an academic paper which will become famous, introducing the concept of shared value, creating a paradigm shift in sustainability thinking. Yet, you had already initiated MMH in collaboration with Ashoka, the world's largest network for social entrepreneurs. How did you come up with the idea of creating this partnership to harness the power of social entrepreneurs to drive innovation in health?

The Harvard paper was an inspiring article and brought attention to the concept on different levels. But the idea of shared value was not new. For me, the initial inspiration to create MMH was influenced by two sources. First was when Muhammad Yunus was awarded the Nobel Prize for his ideas on microcredits and social investment in 2006, which went on to significantly influence social entrepreneurship. Second, on a much smaller scale, I had been personally involved in founding a collective with friends. We aimed to help people support their families through entrepreneurship, by giving them microcredits with zero interest as well as mentorship in areas of finance, legal and management. This was in the context of the economic recession in 2008–2009, where we saw a high unemployment rate.

The connection to Boehringer Ingelheim came when a working group I was part of was asked to come up with an innovative idea on how to celebrate the company's 125th anniversary. Of course, we had ideas of parties and BBQs. But what is the meaning of celebrating a company without celebrating its impact to society?

The founders of Boehringer Ingelheim were entrepreneurs from the 19th century, who left their social legacy by funding housing for employees, first retirement programs and vacation times, donating to hospitals and research institutes – incredibly significant at the time. We aimed to continue to give back. So, we started to look for a social initiative which would combine the

attributes of our company's DNA (entrepreneurship and innovation) with our core business (health).

Being a for-profit company, we realized we can't do this alone. We needed a non-profit partner with the same DNA but also with a focus on systemic social impact. This is how we came to Ashoka, which was at the time, and I believe still is, the most professional organization to find social entrepreneurs at scale.

How has this partnership evolved?

It has evolved like every partnership – with a truckload of misunderstandings because we are so very different. We are a champion in deep and complex project management, which is necessary to develop a drug and bring it to market. Ashoka, on the other hand, is highly effective in their intuition and detecting someone who, despite limited resources, is capable of changing things in a systemic way. To make this partnership function, we have learned that we need to listen and learn from each other.

What are essential ingredients for a successful partnership between a private business and a non-profit, social impact driven organization?

Mutual respect and trust. Time. Patiently achieving balance in the "investments" between the two entities is essential, moving away from the traditional roles of corporates as the "sponsor" and NGOs as the "do-gooder". This balance helps create a more equitable and effective partnership.

Learning that too often the focus is on intervention. Instead, thinking holistically, finding an economic model for education, and focusing on prevention can have the most significant impact. One example is mental health. It is important to find ways to make these projects financially sustainable.

We have learned in health focused initiatives, the success of a project, such as installing a primary care clinic in a suburb, is not dependent on the amount of money or resources invested. Instead, it relies on the

insights of the social entrepreneur on how to gain the acceptance of the community to build the health center.

Today we have over 140 social entrepreneurs in our network. Is there one that has stood out?

Too many. There's the idea of treating mental health by bringing communities together to dance, because the next primary care center is hours away. And yes, dance had a positive impact on their mental health. Or another inspired idea: Using blind people to pre-detect breast cancer. But really, I would have to name all of them to give justice to these people and their innovative ideas.

Looking at 13 years of MMH, what is your highlight?

Signing the first partnership agreement with Ashoka here in Ingelheim is unforgettable. Two years ago, when we initiated the Boehringer Ingelheim Social Engagement fund with 50 million Euros to scale up the impact of social entrepreneurs. That was also a moment of great satisfaction.

If you could give one piece of advice to our colleagues?

The star of this show is neither Boehringer Ingelheim nor Ashoka. It is the social entrepreneur. So, go and meet one and hear what is happening in the field, what matters to the people in need and how solutions are created on the ground. Listen closely with an open heart and mind. Learn.

If you had a crystal ball, which question about the future would you like answered?

In my personal view, the ultimate goal of a healthcare company is to create social impact for the entire population – capable of serving every patient. How far can we go in building that company? I see how our organization is incorporating the topic of health equity into our DNA and am positive, this will bear fruit, very soon. ←

This interview was conducted by Edda Dankmeyer

SHORT BITES FROM AROUND THE GLOBE

HEALTHCARE CHALLENGES – NEW TWISTS

Have you heard of the Top Female Founders Summer School? It is a Boehringer Ingelheim Austria driven training program to empower and equip top female talents with the necessary skills and knowledge needed to address healthcare challenges. The comprehensive education program is run by eight esteemed academic and industry partners. A three-week online phase covers needs-led innovation, design thinking, business model innovation, and stakeholder management. The participants are invited to Vienna for a week of in-depth group work, involving Boehringer Ingelheim mentors to complement their assignments.

“We recognized that there is a significant demand for such trainings, and female empowerment is an important topic at our company. We received more than 230 applications from 50+ countries. After careful selection, we trained 100 participants online, as well as 80+ learners who were invited to Vienna to connect with fellow female start-up founders and accomplished women leaders, establishing a strong support network.”, explains Peter Bencsik.



Dr. med. vet. Karen Edelmann-Stergiou, Global Quality Medicine (QMS & Compliance), Boehringer Ingelheim

“WORKING WITH A SOCIAL ENTREPRENEUR HAS BEEN A UNIQUE OPPORTUNITY FOR ME TO DEVELOP MY OWN CHANGEMAKER SKILLS.”

MORE THAN
80

blind and visually impaired women conduct breast cancer examinations together with gynaecologists and clinics. Discovering Hands, a German MMH Fellowship, leverages their unique tactile skills, capable of detecting even the smallest abnormalities.

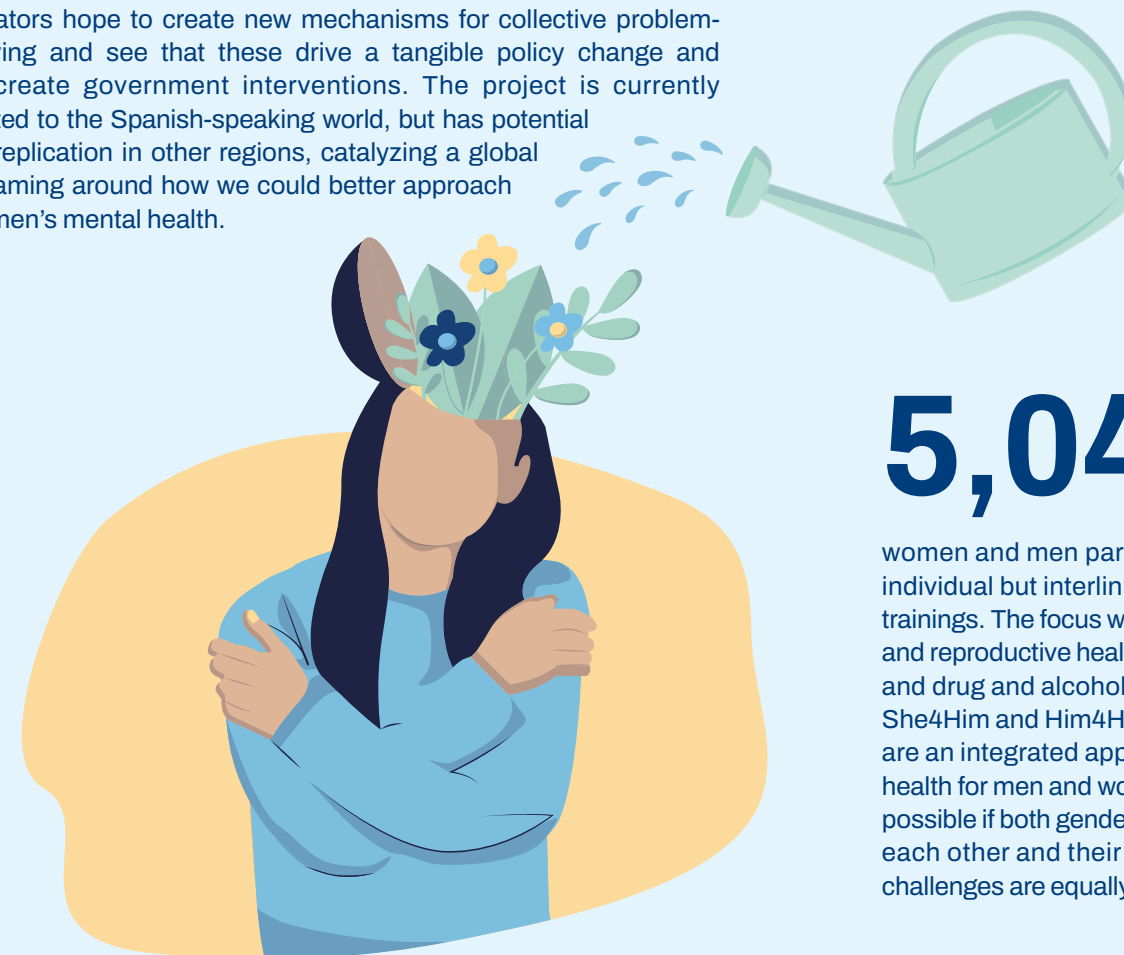
A GENDER PERSPECTIVE ON MENTAL HEALTH

“AS A WOMAN, WHAT EXPERIENCES HAVE LEFT A MARK ON YOUR MENTAL HEALTH?”

Spanish-speaking women around the world were asked this question in the fall of last year during the Women Out Loud (Mujeres en Voz Alta) campaign, a project led by Ashoka Fellow Nerea de Ugarte from Chile. The goal of the campaign was to demonstrate that personal experiences and the subsequent effects on women’s mental health are not only an individual, but also a structural problem.

Nerea wanted women to share their stories to better understand the social factors impacting their emotional well-being and mental health. More than 300 statements were shared from over 13 countries and the results were displayed on a virtual whiteboard, accessible to all. A look at them initially leaves the reader surprised: their experiences tell of abuse over generations, the absence of safe places, harassment in the workplace, and much more. But it is precisely because of this frightening accumulation that they serve as an excellent starting point for making fundamental changes.

A learning community is now working on creating a manifesto to highlight their findings with a call to action. Ultimately, the initiators hope to create new mechanisms for collective problem-solving and see that these drive a tangible policy change and co-create government interventions. The project is currently limited to the Spanish-speaking world, but has potential for replication in other regions, catalyzing a global reframing around how we could better approach women’s mental health.



1,285

participants were trained in First Aid through Boehringer Ingelheim colleagues in close collaboration with three local NGO partners. Over two days, community members learned how to treat burns, animal bites, discover inflammations, or how to place people in the recovery position.

2,377

young women and mothers participated in mental health sessions, including suicide prevention. These sessions were run in combination with cooking classes, where sharing about eating habits, nutrition, and hygiene established a safe and trustful environment.

5,040

women and men participated in individual but interlinked health trainings. The focus was on sexual and reproductive health, hygiene, and drug and alcohol abuse. The She4Him and Him4Her trainings are an integrated approach: good health for men and women is only possible if both genders learn from each other and their individual challenges are equally considered.

CONTINUOUSLY SUSTAINABLE





Connecting complementary initiatives across our initiative continuum

Health equity is a vital aspect of global healthcare, as it aims to ensure that everyone has a fair opportunity to achieve their full health potential, regardless of their background. However, health equity can mean different things for different communities. Each underserved community faces unique challenges that require a specific approach to address them. “Building on a long track record of social engagement in the company, we know how we can systematically mirror these diverse needs in addressing both the non-financial and financial sustainability criteria of our programs,” says Dr. Ilka Wicke, Head of Sustainability Social at Boehringer Ingelheim, “We call this our ‘social engagement continuum’.” The five programs within the continuum differ in their engagement and financing model – with employee volunteering stretching from “hands-on” to skill-based support; financially with donations, grants, or investment; and by their reach, from smaller communities to highly scalable business ideas, as well as their support and collaboration schemes.

NON-PROFIT	
<p>Donations</p>  <p>COMMUNITY ACTIVATION</p> <p>Boehringer Ingelheim supports underserved communities while networking and co-creating with NGOs, social enterprises, and other stakeholders.</p>  <p>“Health is closely linked to environment, infrastructure, education, beliefs, and taboos, as well as financial set-ups and societal factors. More health is not possible if all basic needs are not tackled equally.”</p> <p>Manuela Pastore, Associate Director Community Activation, Boehringer Ingelheim</p>	<p>Donations</p>  <p>SOCIAL ENTREPRENEURS</p> <p>A long-term partnership between Ashoka and Boehringer Ingelheim that is designed to bring innovative ideas in social entrepreneurship in the fields of human and animal health to life.</p>  <p>“Our vast and powerful network of 140 Making More Health Fellows around the world is a true driver of change for underserved communities.”</p> <p>Hilke Roszkamp, Senior Manager Sustainability Social, Boehringer Ingelheim</p>

“We want everyone to have access to the resources and opportunities they need in order to achieve optimal health,” explains Dr. Wicke. By working collaboratively

with local partners and supporting or even investing in innovative ideas, the company is making strides towards a more equitable and healthier world for all. ←

SOCIAL BUSINESS	
<p>Grants</p>  <p>SOCIAL BUSINESS INCUBATOR</p> <p>The comprehensive Rising Stars incubator program helps early-stage social start-ups to develop their business models for more impact. The incubator therefore delivers grant support, technical expertise, as well as access to knowledge and a strategic network.</p>  <p>“The incubator is unlocking unique growth opportunities for early start-ups. Grants, as well as expert support, are key to preparing for the acceleration phase ahead of engaging third party investors.”</p> <p>Christopher Imbaya, Senior Manager Making More Health, Sub-Saharan Africa</p>	<p>Grants</p>  <p>SOCIAL BUSINESS ACCELERATOR</p> <p>In a structured 11-month business accelerator program, cohorts of experienced social entrepreneurs in the health-care space are identified and provided with capacity building as well as technical and financial support. The Making More Health Business Accelerator aims to develop, pilot, test, and present their innovations to investors.</p>  <p>“The Making More Health business accelerator has supported Bena Care in our mission to lower healthcare costs for low-income families. We have been able to serve more than 7,000 patients in the comfort of their own homes and saved them more than USD 50 million in healthcare costs.”</p> <p>Naom Monari, Founder Bena Care</p>

SOCIAL BUSINESS
<p>Investments</p>  <p>SOCIAL ENGAGEMENT FUND</p> <p>Boehringer Ingelheim Social Engagement closes critical financing gaps for early-stage social entrepreneurs to support them in scaling-up their business. This is done through impact investment and post-transaction, non-financial support. The funding supports social start-ups that are providing human and animal health solutions in underserved communities to enable systemic change. With 50 million euros at its disposal, Boehringer Ingelheim Social Engagement is designed to offer non-traditional, impact-first-focused financing options, combined with bringing in like-minded partners.</p>  <p>“We believe that all farmers must have access to vaccines and animal medication. This is the reason we leverage technology to bridge the critical last mile to make this possible. By forming strategic partnerships with organizations such as Boehringer Ingelheim, we make sure that no farmer is left behind.”</p> <p>Peter Awin, CEO of Cowtribe, Ghana</p>

EMPOWERING PEOPLE

ON THE PATH TO CHANGE

Underserved communities in Kenya face many interconnected barriers and challenges when it comes to health equity. Together with a strong network of partners, Making More Health is empowering local communities to create systemic change that will have a sustainable impact.



When the sun sets over Rusinga Island and the Great Egrets sail majestically through the dusk, a fleet of small boats sets off from the shores of Lake Victoria to provide fish for the local community. But behind this romantic-looking exterior, Kenyans in Homabay County face many challenges which are not immediately visible to the eye. Beneath the water's surface, environmental pollution is taking a toll on fish stocks which are also being negatively impacted by climate change. As a result, the fishermen piloting their boats have to work longer and harder for shrinking catches, putting them under significant physical and mental strain. Women on the shore who need to care for themselves and their families are often economically dependent on these fishermen. This can lead to exploitative practices such as "sex-for-fish" which have impacted the health of local communities through high rates of HIV/AIDS and other diseases.

Interlinked issues need holistic solutions

As this example shows, various environmental, economic, social, and health issues are interlinked in this region of Africa, mirroring the challenges of many underserved communities around the world. Creating a long-lasting and positive impact for the people living in these communities is not achieved by finding a solution to just one aspect within this complex web. A more holistic approach is needed. That is why Boehringer Ingelheim and our Making More Health initiative implement an ecosystem

approach in our work. We focus on the bigger picture by addressing interdependent issues relating to health, i.e. infrastructure, economic development, as well as education and culture. We recognize that many concurrent factors interact with one another, thereby creating unequal health outcomes across different

SEX-FOR-FISH

Marginalized communities along Lake Victoria depend on its freshwater fish as a crucial resource to sell or eat. This resource is harvested mostly by (fisher) men, whereas fish traders and processors are predominantly women. Some of these communities engage in what is known colloquially as 'sex-for-fish' (or 'fish-for-sex'). These often exploitative sexual relationships between fishermen and female fish traders enable the latter to gain access to fish, thus ensuring their own survival and that of their families. The practice contributes to the high incidence of HIV/AIDS prevalent among fisherfolk in lakeside communities. Women and children (girls and boys) exposed to sex-for-fish run a particularly high risk of HIV/AIDS acquisition and transmission. Sex-for-fish can thus perpetuate a cycle of dependency, exploitation, and health risks which impacts entire communities.

Pictures: Making More Health

Pictures: Making More Health



Cavin Odera, Founder of WaWa



makingmorehealth.org

populations. The ultimate goal is to help underserved communities help themselves on their journey towards health equity.

Activating communities for systemic change

By partnering with non-governmental organizations (NGO), social enterprises, universities and companies, Making More Health is working to empower communities in Kenya so that they can achieve their full health potential. An essential component for success is the ongoing dialogue with local communities, since this allows Kenyans to incorporate their knowledge and perspectives into the solutions – and develop the ideas and initiative to become active themselves. By putting the emphasis on collaboration and the co-creative generation of ideas, this kind of community activation can increase the positive impact of the measures on the people involved. System changer networks like SCN Kenya – which focus on building and changing entire ecosystems, instead of just creating solutions to individual problems – can scale up the positive sustainable impact in the communities.

“THAT WAS THE DARKEST MOMENT OF MY LIFE AND LATER IT MOTIVATED ME TO ESTABLISH WAWA TO HELP EMPOWER WOMEN AND GIRLS – AND WITH THEM THE COMMUNITY AT LARGE.”

WaWa Kenya: An NGO with a mission

Since 2020, MMH has been collaborating with an NGO in Homabay that works at the community level to actively empower change – WaWa Kenya. The organization's name comes from the Swahili word for fisherwomen, Wanawake Wavuvi. The story of WaWa begins with its founder Cavin Odera, who lost both his parents to HIV/AIDS when he was only 12 years old. His mother had been a fishmonger and contracted the disease after engaging in the practice known as 'sex-for-fish' to gain access to these fish, in order to provide for the family. "That was the darkest moment of my life," Cavin Odera remembers, "and later it motivated me to establish WaWa to help empower women and girls – and with them the community at large." →

Empowering women and girls – and their communities

The WaWa Kenya logo depicts a Kenyan woman standing proudly in the bow of a fishing boat, casting a many-stranded net which encompasses a silhouette of Lake Victoria. This is an organization that is about people becoming active for themselves, and then empowering activists to reach out into their respective communities. One of WaWa's goals is to strengthen the economic power of women and girls by giving them the capabilities to earn their own living. This includes training them in key skills such as fishing and farming, weaving and crocheting, soap and detergent making, fashion design, carpentry, and table banking. WaWa also supports communities in the fields of leadership and governance for women and youth, as well as sexual and reproductive health rights.

Programs for both genders strengthen equality

“When we started WaWa, we thought it was all about economic empowerment for women,” Cavin Odera remembers. “But when we got on the ground, we found there was also a need to talk about health – because health and wealth go hand in hand.” She4Him and He4Her are subsequently projects that WaWa co-created with MMH and in which men and women participate together. Both genders are seen as a connected system, not just as individual players, as Cavin Odera explains: “Training programs for women or men only? That’s not really useful. We need to focus on programs that help improve the relationships among the genders.” The sessions focus on raising awareness for men’s health

issues which also impact women’s health, including drug and alcohol use, toxic masculinity, and mental health.

Supporting men in an environment under stress

Men’s mental health is a key and often overlooked aspect in fishing communities. The stress of long days and nights alone on the water is being compounded by the effects of climate change. Unpredictable weather makes it difficult for fishermen to plan their trips. Stronger and more frequent storms disrupt fishing and pose risks to the men’s personal safety. Extreme weather events can damage fishing infrastructure such as boats, nets, engines, and storage facilities.

“TRAINING PROGRAMS FOR WOMEN OR MEN ONLY? THAT’S NOT REALLY USEFUL. WE NEED TO FOCUS ON PROGRAMS THAT HELP IMPROVE THE RELATIONSHIPS AMONG THE GENDERS.”

This can lead to reduced fishing opportunities, income instability and food insecurity which impact not just the fishermen, but the entire community. Mitigating these effects on the mental health of fishermen is another component that needs to be tackled to create sustainable change.



Young people are the motors of change

“It’s not enough to do anti-drug campaigns,” Cavin Odera emphasizes. “We need to understand the roots of men’s behavior and offer them alternatives – so that they have a choice.” The He4She and She4Him programs have proven to be very popular, especially among younger people who are proud to be associated with WaWa and Making More Health. By spreading what they are learning among their peers, the messages are reaching ever more people in the community and slowly leading to shifts in attitudes and behaviors. “It’s only together that the young generation can take better care – of each other and their environment,” Cavin Odera says. Making More Health’s collaborative and co-creative approach thus helps build trust and create synergies that radiate outwards.

Community activation is helping people to help themselves

An outstanding example of this is the Rusinga self-help group which consists of around 30 fisher families. Formed in the wake of the He4She and She4Him training sessions, this energetic and dedicated group of people aim to create sustainable change in their villages and lives. Participating in the mental health program made them aware that change is possible. It also encouraged them to begin advocating and acting for themselves. The group meets regularly and is focused on finding alternative sources of income to enhance their economic stability, including fishing, pig and poultry farming, boat building, and small business ventures. →

Pictures: Making More Health



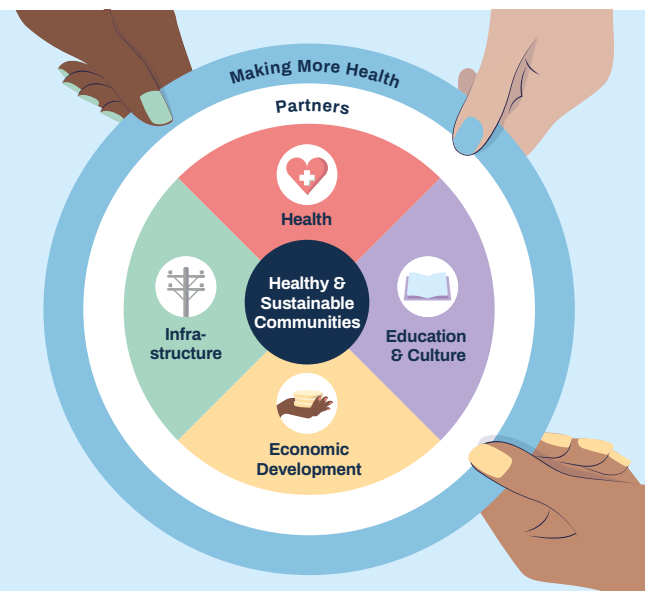
HEALTH EQUITY

Health equity refers to the principle of ensuring that all individuals have the same opportunity to achieve optimal health outcomes. The concept goes beyond equal access to healthcare services by acknowledging that people have varying needs based on their unique economic, social and environmental circumstances. It recognizes that health disparities exist due to system-based and structural factors, e.g. poverty, unequal access to resources and opportunities and the impact of climate change and environmental degradation. It acknowledges that certain populations, such as racial and ethnic minorities, low-income individuals, and underserved communities, may face higher barriers that prevent them from attaining good health. These can include restricted access to quality healthcare, limited economic opportunities as well as inadequate education and health literacy.

Health equity initiatives aim to address these systemic inequities by actively working to eliminate health disparities. This requires a multifaceted approach: Firstly, healthcare services need to be made accessible and affordable, particularly for underserved communities. Secondly, social factors which significantly influence health outcomes need to be addressed, e.g. poverty, education and employment. Thirdly, biases within the healthcare system that contribute to health disparities need to be identified and addressed. Health equity is essential because it promotes social justice, upholds human rights, improves health outcomes, brings economic benefits, and enhances public health and well-being. So achieving health equity requires a collaborative and comprehensive effort of all the stakeholders involved so that every individual may have the opportunity to lead a healthy life, irrespective of their background or circumstances.

OUR APPROACH

No single intervention, nor one organization can resolve the complex challenges vulnerable communities face today. Our goal is to foster the development of innovative solutions, by connecting different partners, such as community leaders, NGOs, social entrepreneurs, etc. At the same time, we support these communities, to share their knowledge with other communities, based on a peer-to-peer exchange. Our mission is to act as “change engineers”: connecting communities with partners to enable more sustainable solutions.



They take part in all the training sessions which Making More Health offers on topics such as business and digital skills, health and hygiene, water conservation, and cultural awareness. By connecting, and implementing these solutions concurrently, the community will be able to change the trajectory of people's lives in profound ways.

Soap-making for health and economic autonomy

Several projects that WaWa and Making More Health co-created further illustrate how the issues of health, hygiene, and economic security are interconnected. One is a soap-making program which trains women and girls in how to manufacture much-needed cleaning agents for bathing, washing clothes and maintaining good personal hygiene. "This program has made soap readily available in the communities", Cavin Odera confirms. This not only enables improved hygiene, which has an immediate impact on the women's health. Soap-making also provides them with an independent, alternative source of income, thus decreasing their vulnerability to exploitative practices and damaging power dynamics, as well as dependency on the fishermen.

Building trust through practical support

Another income source for the women and girls living on Lake Victoria are self-made sanitary kits. The cotton pads and soap included in the kits are partly produced by WaWa, and the kits can be sold within the community. The impetus for this project also came directly from within the community. "We decided to do more life skills and reproductive health training for



Florence Kibaba (middle), former fishmonger and current vice-secretary of WaWa.

women and girls," Cavin Odera explains. This led to WaWa establishing girls' clubs where they educate young women about topics such as periods, sex, and pregnancies. During these sessions it became clear that menstrual hygiene was a larger issue. Making More Health offered its support in raising awareness and facilitating sanitary kit production. "Programs like this offer concrete support and build a lot of trust in the communities", says global Making More Health leader of community work, Manuela Pastore.

Meeting communities at their point of need

That human health and economic stability are inextricably linked to animal health becomes clear by looking at a further program initiated in Rusinga. In conversation with the local fishing community, they repeatedly heard questions like: Why do we keep having epidemics that kill off our chickens? This is critical, since poultry is a backbone of these women's household economies, paying for essential things like food, school fees and hospital bills. Therefore, WaWa and Making More Health are collaborating in ventures like the Village Poultry Project, which aim to help farmers in rural areas manage new poultry businesses efficiently and sustainably. This project was originally part of Making

"BEFORE I JOINED WAWA I WAS HAVING TROUBLE: YOU DON'T GET FISH FROM THE LAKE IF YOU DON'T FIND SOMEBODY TO HAVE SEX WITH. WAWA HELPED ME TAKE OUT A LOAN, SO NOW I HAVE MY OWN MONEY AND I AM FREE. I HAVE BECOME VICE-SECRETARY OF WAWA, AND WE DO THINGS TOGETHER AS A GROUP. IF I CAN CONTINUE WITH WAWA, I THINK MY LIFE WILL IMPROVE A LOT."

Florence Kibaba, former fishmonger and current vice-secretary of WaWa

More Health's Bag2TheFuture competition, where Boehringer Ingelheim employees worldwide are encouraged to contribute to different social entrepreneurial projects.

Tackling the fabric of society on the path to sustainable change

As increasing numbers of women and girls around Lake Victoria gain more economic autonomy, they become embodiments of a deeper change of the whole system they live in. But they are only one part of the equation. By taking a holistic approach which tackles the entire fabric of society, Making More Health and its partners are working on many fronts to address the entire ecosystem encompassing a range of complex and interlinked challenges. At the same time, they are listening carefully to underserved communities and collaborating with them, to empower themselves. Because a strong woman, supported by an empowered partner and family, is an important enabler for sustainable change in vulnerable communities. ←



HOW DO WE DEFINE UNDERSERVED COMMUNITIES?

"People and animals who live in environments of inequality and face clearly demonstrated barriers to access healthcare."

At Boehringer Ingelheim, a streamlined definition of who underserved communities are helps to better understand which barriers they face, their concrete needs and how our initiatives can deliver the most impactful and sustainable solutions.

According to our definition, underserved populations face barriers in the following **key areas**:



Pictures: Making More Health

Pictures: Making More Health

MEET THE MMH BUSINESS ACCELERATOR COHORT 2023!

Seven promising early-stage **social enterprises** started as the new cohort in April. During the program they will receive mentorship, strategic guidance, and the chance to engage with the MMH network.

PENINAH MUCHUGIA
KIKUYU, KENYA
<https://www.digicow.co.ke>



DigiCow aims to boost farm productivity by connecting livestock farmers to veterinarians and animal health services, as well as enabling farmers to collect relevant data on their animals. Through digital health records and personalized training, DigiCow improves feeding practices and cattle health management, resulting in increased milk production and revenue for the farmer. So far, it has reached 70,000 farmers with around 350,000 head of cattle.



NORAH MAGERO
NAIROBI, KENYA
<https://dropaccess.tech/index.html>



Drop Access is a women-and-youth-led social enterprise providing clean energy solutions to rural communities. Their solar-powered Vaccibox is a portable fridge designed for transporting medical items, such as vaccines and blood products, in remote areas. With real-time monitoring and data collection capabilities, the Vaccibox ensures efficient logistics. Two successful pilots have proven its effectiveness in transporting medications and cryo-stored vaccines.



CHRIS SILALI
NAIROBI, KENYA
<http://www.geneplusglobal.com>



GenePlus Global enhances sustainable milk production and farmer income through modern breeding and disease control services. They import high-quality animal health products and distribute liquid nitrogen, improving cryo-storage access for underserved areas. With over 180,000 farmers served, participating farms have experienced significant increases in milk production.



BLANDINE UMUZIRANENGE
KIGALI, RWANDA
<https://kosmotive.rw>



Kosmotive aims to reduce maternal and child mortality rates. They provide health information, manufacture affordable hygiene products like KosmoPads, and have reached over 280,000 people in Rwanda. Their expansion plans aim to extend access to menstrual and maternal health products to more women and girls in Rwanda.



CHARLES IMMANUEL AKHIMIEN
BENIN-CITY, NIGERIA
<http://www.mypaddiapp.com>



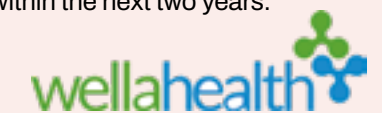
MOBicure develops mobile solutions for sexual and reproductive health, maternal and child health, and mental wellness. Their myPaddi app offers telemedicine, a reproductive health product store, and an online community. With 25,000 actively engaged users, they have achieved positive health outcomes, including higher contraceptive usage and HIV testing rates compared to national averages.



IKPEME NETO
ABUJA, NIGERIA
<http://www.wellahealth.com>



WellaHealth is a digital platform that partners with 1,900+ community pharmacies in Nigeria, providing affordable health insurance and primary healthcare to underserved communities. Their customized healthcare plans start at USD 1.00/month, serving 91,000 people in 2022. With up to 50% savings on healthcare costs, Wella aims to reach 1.7 million customers and save over USD 2 million in healthcare spending within the next two years.



IKECHUKWU ANOKE
NAIROBI, KENYA
<http://www.zuri.health>



Zuri Health is a multi-channel telemedicine platform in Sub-Saharan Africa that provides affordable and accessible healthcare via app, website, WhatsApp, and SMS. Services include virtual consultations, lab tests, pharmacy access, and referrals. With 500+ doctors, 500,000+ subscribers, 17 pharmacy partners, and 29 lab partners, Zuri Health ensures comprehensive care.



A RISING STAR HELPING RURAL FARMERS



When it comes to keeping their animals healthy, Kenyan farmers often deal with limited access to resources, poor infrastructure, and a lack of information. Start-up GenePlus aims to change that.

Getting a new business off the ground – even if you believe in yourself – can be a daunting proposition. Ask Dr. Chris Silali, founder and CEO of the Kenyan start-up GenePlus Global Limited. The impetus for this social business came from the veterinarian surgeon's many years of successful work in the agribusiness industry. Not only had he published scientific research on specific aspects of rural livestock farming in Africa, but also personally witnessed the obstacles faced by Kenyan farmers.

Rural livestock farmers face many challenges

Population growth, urbanization, and changing consumer patterns are leading to an increasing demand for animal products in Africa. However, sub-par breeding stock and limited access to disease prevention measures can lead to poor quality animals, and thus to reduced productivity and food security. Reliable cold chains, crucial for transporting and storing semen and vaccines, constitute a significant investment and are not widely in place through much of rural Kenya. These issues are often compounded by farmers' lack of information, which can lead to a sluggish uptake when it comes to technology and innovations.

GenePlus: Enhancing productivity and sustainability

Chris Silali wanted to make a difference in the lives of these farmers, so he decided to venture out on his own. GenePlus aims to provide rural smallholders and semi-commercial farmers with better access to breeding and disease control services through an end-to-end cold chain using advanced technology. His team of qualified staff also support best practices through training and one-on-one meetings with farmers. Education focuses on topics such as nutrition, reproduction management, disease control, nutrition, and biosafety. The goal: to increase the productivity, profitability, and sustainability of farmers' enterprises.

Offering a helping hand to mitigate initial risks

One of the biggest hurdles Chris Silali faced when founding his company was financing. "Initial capital came from my savings and selling some property," he recounts. Turns out that establishing and running an end-to-end cold chain network across East Africa – which includes liquid nitrogen tanks and transport vehicles – is a massive investment. "In the beginning we didn't even

have our own vehicles," Silali says. "We were using vehicle rental services to make sure our teams were in the markets." What ultimately made his social entrepreneurial journey a little less intimidating was the support he received from Boehringer Ingelheim and Making More Health.

Incubator Rising Stars unlocks future potential

The founder's first contact with Making More Health was through the internet. "I came across an online advertisement about the Rising Stars program," Silali remembers. Rising Stars is a Making More Health start-up incubator targeted towards more niche and specialized social entrepreneurs who are in the early stages of their business. It is run through Making More Health's partner Villgro Africa, an organization focused on impact investment in African markets. Silali applied and was given the chance to pitch his social business at the program's annual convention in Nairobi. The result was a USD 20,000 grant which proved critical in helping the start-up expand its cold-chain infrastructure. "Being accepted into the Rising Stars program was a huge opportunity for GenePlus," Chris Silali says. "It opened us up to the world."

A continuum of support for social enterprises

Since then, the young company has been on a roll. It is currently participating in the MMH Business Accelerator 2023 cohort. "We are proud to support social entrepreneurs like Chris along their entire business journey with these initiatives," says Dennis Mbugua, MMH Manager in Sub-Saharan Africa. This confidence in GenePlus is well-founded, because the company has a solid portfolio in place and a clear strategy for the future. It is helping farmers access breeding services within 3-5 minutes using a code-based text messaging platform that works on even basic mobile phones. To further improve stock productivity, GenePlus is also planning an AI-powered platform designed to educate farmers on animal management. "Making More Health is a great program!", Silali concludes. "The networks and expertise that we were able to access have been invaluable as we move forward with our business." ←



A newborn calf on a smallholder farm in Kenya.

“THE NETWORKS AND EXPERTISE THAT WE WERE ABLE TO ACCESS HAVE BEEN INVALUABLE AS WE MOVE FORWARD WITH OUR BUSINESS.”



Dr. Chris Silali (l.) and team members at the GenePlus offices in Nairobi.

Pictures: GenePlus Global

MMH COMMUNITY ACTIVATION

Health equity is a vital aspect of global healthcare, as it aims to ensure that everyone has a fair opportunity to achieve their full potential, regardless of their background. Yet, health equity can mean different things for different communities. Each underserved community faces unique challenges that require a specific approach to address them.

That is why we aim to activate these communities, connecting local stakeholders, social entrepreneurs, NGOs, and Boehringer Ingelheim employees to collaborate and develop innovative solutions. At the same time, we support these communities in sharing their knowledge with other communities, based on a peer-to-peer exchange. Our mission is to act as “change engineers”: connecting communities with partners to enable

more sustainable solutions. Making More Health Community Activation focuses on four key dimensions (health, education/culture, economic development, and infrastructure) to foster a holistic ecosystem of change and create greater impact. Our current geographical focus and pilot are taking place in India and Kenya, and as change engineers, we invest substantially to further develop the holistic approach and societal impact in many other countries around the globe.



EMPLOYEES
Boehringer Ingelheim employees from around the globe

ADDITIONAL PARTNERS
Governments, universities, social entrepreneurs, other companies & organizations

CORE PARTNERS
“Change engineers”: connecting communities with partners to enable more sustainable solutions

OUR VISION

Our vision is to empower the people in these communities through a holistic approach, so that they can empower themselves and others to fulfill their basic human needs and live healthy, sustainable lives.

FROM CHANGEMAKERS TO CHANGE ENGINEERS

Since 2010, the role of MMH Community Activation has evolved from pioneering and implementing individual pilot projects to fostering collaboration and the creation of more holistic ecosystems of change.



SYSTEM CHANGER NETWORK (SCN)

The System Changer Networks bring together local MMH core partners in Kenya and India that are committed to long-term collaborations in the communities and focus on different, yet connected, topics (e.g. health, hygiene, water, energy, safety, etc.). These changemaker networks are key to many of the Community Activation initiatives, and aim to create a holistic and more sustainable system of change in order to better serve the needs of the communities they work in.

HOW TO ENGINEER ECOSYSTEMS OF CHANGE



Create strong relationships with communities and partners that are based on trust in order to better understand needs.



Ensure all basic needs are covered. Focusing on a single need limits sustainable solutions.



Focus on changing and creating entire systems, not individual and isolated solutions.



HYGIENE FACILITIES

Sanitation and handwash facilities have been built in primary and secondary schools in India. Thousands of children have been trained in good sanitation and hygiene practices.



SOAP MAKING

Soap making, as well as packaging and marketing trainings, have been provided to women self-help groups in urban areas and tribal villages in Tamil Nadu (Southern India). Over 70 people were trained in this income-generation initiative, using a train-the-trainer approach. Approximately 18,000 people have been impacted since 2018.



HOMESCHOOLING

In collaboration with our NGO partner Native Medicare Charitable Trust (NMCT), homeschooling projects were implemented for children in remote tribal villages in Southern India. Over 1,000 children have been able to continue their education, despite the COVID-19 crisis.



GO DIGITAL

Digital trainings and more than 300 digital devices have been provided to community members in rural areas in Bungoma County and Eldoret. The trainings were held by Boehringer Ingelheim IT employees and focused on basic digital skills and MS Office applications.



CLEAN WATER ACCESS

In collaboration with the local NGO Core Health & Wealth and Boehringer Ingelheim’s environmental sustainability team, a solar-powered water tower was installed in Bungoma county. This enabled the set-up of water facilities, which now provide clean water to more than 1,000 families.



EARLY CHILDHOOD DEVELOPMENT

In close collaboration with our MMH fellow Eszter Harsyani and local NGOs, early childhood development trainings are held in our MMH centers. Two parent centers have been established.

TO GO FAR, GO TOGETHER



The NGO "La Higuera" brings much needed medical services to underserved communities in northern Argentina.

Eduardo Sorlino is an executive in Argentina who activated his colleagues to become changemakers.

Every year, the MMH Executive in Residence Program (EiR) fosters high-impact collaboration between Boehringer Ingelheim executives and system-changing social entrepreneurs (Ashoka Fellows) for a period of six months. During this time, they work remotely to address a challenge critical to the growth of the social entrepreneur's organization, and at the end of the process, executives are in residence for one to four weeks. The result: a mutual learning experience in which social entrepreneurs can learn about the impact of

their solutions and employees gain essential new skills, as well as innovative approaches to apply in their day-to-day work.

Starting a changemaking journey – together!

Eduardo Sorlino, General Manager and Human Pharma Head APUB (Argentina, Paraguay, Uruguay & Bolivia), joined EiR in 2022 and was matched with the Ashoka Fellow Gustavo Farrugia, founder of La Higuera, located in Chaco, a province in the north of Argentina. This organization provides underserved

communities with high-quality medical care through a new system that brings together medical expertise, the institutional capacity of universities and public agency, and the active participation of local people in their own healthcare.

Since the beginning, Eduardo decided to expand the limits of the program, which establishes a one-to-one collaboration; he felt the need to impart a collective meaning to this experience. "When I started, I made a decision: I was not going to participate in the program alone, and I invited three collaborators of my team to join me," he explains.

Diverse team, brighter solutions

To get to know the teams and organizations, the collaboration started with virtual meetings between La Higuera, Boehringer Ingelheim and Ashoka staff. But as Eduardo shares, "The most exciting part was when my colleagues and I travelled to Chaco, where we spent three days working with the organization in the field." Following this trip, the group of Boehringer Ingelheim employees, with diverse profiles and areas of expertise, understood the main challenges and needs of the underserved communities they had been working with. This allowed them to identify the opportunities to contribute to addressing these issues. As **Ezequiel Pasman**, Corporate Affairs Leader APUB, states: "Eduardo aimed for his team not only to gain field experience but also contribute to solving a social problem."

Cecilia Miranda, Animal Health Communications Manager and Making More Health Leader for

South America, is one of the colleagues Eduardo invited to join this collaboration. To her, being able to work with a diverse group of teammates was key to building the projects that support the work of La Higuera: "Having people with diverse backgrounds, experiences, and motivations within the team brought different perspectives; each one of us identified unique opportunities for collaboration to create a bigger positive impact in the community."

A lasting cross-sectorial collaboration

"We returned with even more inspiration, which we brought to our virtual and in-office meetings with La Higuera, where we continued our work to transform our experience in the field into concrete opportunities to collaborate," Eduardo explains.

After this dynamic process, both organizations agreed on a project plan including two main initiatives. The first one, focused on animal health, looks to raise awareness in the community around hydatid disease prevention and reinforce the importance of vaccination and deworming. The second initiative addresses the draw-



backs in the current method of recording medical data from patients, which is related to the lack of devices and effective software in the field. Although the patients' data is gathered on paper by the doctors in rural communities, it's later digitized in an office based in Santa Fe, another Argentinian province, creating inefficient information management. Leveraging the digital expertise of the IT HUB in Boehringer Ingelheim Argentina, this project aims to improve the process for better care and follow-up of patients. Although the

EiR collaboration officially ended in 2022, this group of Boehringer Ingelheim employees from Argentina, remains deeply committed to the work of La Higuera, and continues to implement these projects throughout 2023. They now realize how their daily work can contribute to creating a positive impact on society, and how their collective effort builds bridges between business and social aspects – just like the essence of the Making More Health partnership. ←



Coming together to make change happen. A mural at a pediatric clinic in Chaco.

Pictures: Making More Health

Pictures: Making More Health



Community leaders at a meeting of the System Changer Network Kenya.

CHANGE ENGINEERING

To sustainably empower communities, we need to shift from predefined solutions to analyzing the overarching situation. A system-driven approach enables us better tackle interconnected basic needs.

Today's world faces complex challenges like globalization, demographics, climate change, and modern technology, which is why companies and the social sector require different approaches to fulfill their social responsibility. Traditional efforts in underserved communities have proven insufficient for sustainable improvement and many projects fail within a period of five years after the initial

funding ends. Challenges persist, despite the billions of euros invested by governments, NGOs, and others.

To address these issues more effectively, we must adopt a different approach that is more system-oriented. By engaging with local communities and NGOs, we have discovered that standalone solutions frequently fail to address the actual needs and capacity of the communities involved. Lack of community involvement, inadequate

networking missing skill transfer structures among local partners, and misunderstandings often contribute to project failures.

Shifting mindset to effectively engage with communities

Traditionally, we tend to offer solutions to what we perceive as needs, based on our own experiences, lives and the context we live in. However, we often underestimate the interdependencies and complexities that influence these needs. To create a more system-driven approach, we must analyze the full picture of basic needs and determine how our engagement can be linked to other activities and stakeholders.

Complex challenges require comprehensive, interconnected solutions. And shifting from individual

Pictures: Making More Health

engagement to a network-based approach that fosters systemic change is crucial. For example, a community member in Webuye, Kenya, emphasized that addressing women's health should also include educating and incorporating men into the community's health initiatives. A nutrition project should include better water and food hygiene and conservation. Cultural influences, education barriers, and taboos should be considered. All aspects of mobility, necessary infrastructures, education, and inclusion are interconnected.

Embarking on a journey of change and innovation

In 2021, we launched the "System Changer Network Kenya" (SCN Kenya)¹, which includes eight NGOs and communities from Western and Central Kenya. SCN Kenya has achieved success by implementing several key steps designed to create a sustainable system-based approach and empower communities to become leaders of change. These steps include:

- Raising awareness about the importance of system-driven and interconnected approaches among all stakeholders.
- Securing official commitments from communities and NGOs to form a partnership network and to facilitate skill-sharing structures.
- Establishing regular meetings among all partners and implement need analysis, regular skill transfer, and effective communication.

Pictures: Making More Health



Building a system of sustainable solutions.

- Regularly measuring the interconnectedness and collaborative efforts of network partners through the system changer index, providing both quantitative and qualitative insights into shared activities within the system.
- Engaging communities as peer-to-peer trainers from the outset. This enables the deep dissemination of acquired skills within their communities while fostering exchange and collaboration across all partners.

Re-defining our role to achieve systemic change

Initially, MMH played a pioneering and entrepreneurial role by establishing partnerships, raising awareness, and laying the groundwork for collaboration at the very heart of the network. By empowering NGOs and communities to optimize exchange structures and connect diverse partners, we now concentrate on fostering direct connections among all network members. As local NGOs progressively assume responsibility for systemic change, our goal is to increasingly facilitate only as consultants and mentors.

Inspired by the positive and successful experience in Kenya, we launched another system changer network in India this year, with plans to expand to other countries. We see an incredible opportunity to scale-up this model to other geographical areas and enable greater impact. ←

¹ To learn more, visit <https://www.making-morehealth.org/content/we-are-building-big-movement-so-it-must-have-strong-foundation%E2%80%9393system-changer-network>

SYSTEM CHANGER NETWORK KENYA AT A GLANCE*

59
PROJECTS

8
CORE
partner organizations

20
BASIC COMMUNITY
needs identified &
addressed

>15
COUNTIES REACHED

4
DIMENSIONS OF ACTION
(health & hygiene, income
generation, education & culture,
infrastructure & environment)

*Status 2022

TECLA & GIZ PARTNER FOR HEALTH EDUCATION



Most countries in Sub-Saharan Africa struggle with gaps in their healthcare capacities. TeCLA is partnering with the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) to enhance healthcare education.

When three social entrepreneurs from Kenya and Nigeria joined forces in March 2021 to start the virtual training platform TeCLA (Tele-Education for Clinicians and Leaders in Africa), they were already looking to the future.

Supported by the MMH Business Accelerator, they proceeded to impact ~3.5 million lives in the next 1.5 years through their training programs for clinicians, farmers and veterinarians. Their ultimate goal was to build a growing ecosystem of impact-through-education by continually expanding their scope of topics and regions.

Co-creating innovative ideas as a team

“After this auspicious pilot phase, we knew TeCLA needed additional funding to scale up,” says Dr. Christopher Imbaya, Senior Manager for MMH in Sub-Saharan Africa. “So, through our network, we researched and approached potential partners for this next chapter in TeCLA’s life cycle.” The MMH team co-created

an innovative proposal with TeCLA and pitched it to the GIZ, a German government agency that provides services in international development cooperation and education on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ).

“The private sector plays a vital role as our ally in tackling development challenges. This is why we were excited to find out about TeCLA’s innovative approach to capacity-building,” says Mareike Luedtke, project manager at GIZ. “The TeCLA project perfectly aligns with our other initiatives on non-communicable diseases in Ghana, and we are highly satisfied with the results achieved so far.”

Activating synergies leads to more impact

The result was a substantial grant of 230,000 EUR to fund an education project in Ghana on non-communicable diseases. The program’s pilot has just been successfully completed and reached 1,237 healthcare workers, already impacting over



Closing gaps in healthcare services across Africa.

1 million additional people. “Activating the synergies between social entrepreneurs, organizations and partners like Boehringer Ingelheim and MMH can help close existing gaps in Africa’s healthcare capacities. This is another prime example for Making More Health’s ecosystem approach, which is continuing to radiate outward and increase impact in African communities,” says Christopher Imbaya. ←

Picture: Sawan Shah, Jacaranda Maternity

A TEA FILLED WITH HOPE



A clinical trial aims to assess how effective using the plant *Artemisia annua* as an herbal tea could be in treating uncomplicated malaria cases.

According to the World Health Organization (WHO), malaria causes over 600,000 deaths per year, mainly among children under the age of five and pregnant women. Many regions of Africa have disproportionately high rates of malaria, despite proven and highly efficient control measures to prevent infections and cure the disease, such as insecticide treated bednets and artemisinin-based combination chemotherapy.

We met with Steffen Borrmann, Professor for Clinical Parasitology at the University of Tübingen and expert on the development of new anti-malarial interventions. Prof. Borrmann, in collaboration with a consortium of partners, foremost Prof. Ayôla A. Adegnik, director at the Centre de Recherches Médicales de Lambaréné in Gabon, is currently working on implementing a Phase 2a clinical six-month trial starting in 2024 on *Artemisia annua* tea as a treatment for uncomplicated malaria cases – a trial financially supported by Boehringer Ingelheim.

Professor Borrmann, why a clinical trial on *Artemisia* tea?

The use of *Artemisia annua* as an herbal tea was already documented in Chinese medicine over 2,000 years ago. More importantly, it is the basis of the current WHO recommended gold standard of malaria treatment: the artemisinin-based combination chemotherapies. “Artemisia tea”, which is prepared by adding boiling water to dried *Artemisia*

annua leaves, is still being used despite the lack of a clear endorsement by the WHO. The hesitation of the WHO is due to the gap in available data derived from randomized controlled clinical trials. In fact, current artemisinin-based combination chemotherapies (ACTs) indicate that they can cure close to 100% of malaria patients. However, they are not available to every child or pregnant women with malaria. Therefore, any alternative treatment could play an important role in preventing death. *Artemisia annua* could be such an option, as it can be cultivated at the community level in Sub-Saharan Africa. A first clinical trial according to an international standard is planned to start at the beginning of next year.

“If, in the long run, we can show the efficacy of the Artemisinin tea in a controlled environment, we can hopefully contribute to the creation of an official WHO recommendation, giving legitimacy for using this plant as an additional option to other malaria control measures,” shares Prof. Borrmann.

What other positive impact could this create?

Malaria is often labeled a “disease of poverty”, as people living at the poverty line only have limited funds available to tackle the disease. At the same time, malaria aggravates poverty, because it hampers economic growth or access to school education. Breaking this transmission cycle is not just a way to improve health;

it can also help pave the way for a brighter future for many affected communities. ←

This interview was conducted by Edda Dankmeyer & Hilke Roßkamp

MALARIA: FACTS & FIGURES

Malaria is a life-threatening mosquito-borne disease. Common symptoms are fever, headache, and chills. Severe symptoms can include seizures and breathing difficulties.

247 MILLION

cases worldwide in 2021, with nearly half of the world’s population at risk.

95 PERCENT

of global cases and 96% of all malaria-related deaths are in Africa.

80 PERCENT

of all fatal cases in Africa were children under the age of 5.



Prof. Borrmann is an epidemiologist and principal investigator at University of Tübingen. He leads a research group on tropical medicine.

SMART SUPPLIES FOR FARMERS

A last-mile delivery start-up from Ghana revolutionizes livestock logistics, improving thousands of livelihoods.

“ I was born into a livestock keeping family, so I understood that not all the animals we kept would end up surviving. As a child, you wake up and then discover half your chickens are dead, and you don’t even know why. It’s an experience of total helplessness.”

These are the words of Peter Awin, founder and CEO of Ghana-based Cowtribe. But they could just as easily come from one of the 11,000 farmers that benefit from the last-mile solutions for vaccine delivery in remote areas of Africa. Peter and these farmers share similar values, and together, they work on finding ways out

of this helplessness by fostering an innovative solution supported by a solid and collaborative partnership with Boehringer Ingelheim.

Understanding farmer’s needs

Initially, Peter worked for a livestock insurance company where he had the opportunity to ask over 1,000 farmers about their needs. What he found was that 92% of them didn’t even want insurance: “They simply looked for ways to prevent their animals from dying.” Determined to find a solution that would bring these rural underserved communities – where many farmers are dependent

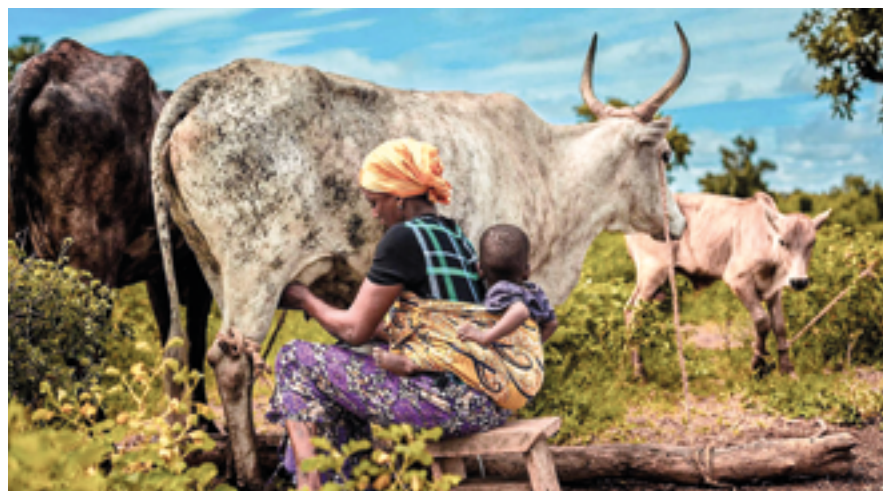
on just a few animals – better access to veterinary vaccines and other animal health products, Peter founded Cowtribe.

The Cowtribe platform balances supply and demand, making animal health services more accessible and affordable. By educating and registering farmers, Cowtribe aggregates demand and enables larger volume deals at better prices. Initially delivering life-saving vaccines by motorbike, Cowtribe has since partnered with other organizations to utilize more efficient and cost-effective delivery methods in remote areas, effectively connecting isolated rural communities. Additionally, they are seeking to expand their services not only within Ghana but also to other African countries, with the goal of providing more farmers and agrovets access to the benefits of their solution.

Strengthening impact through collaboration

Over the past four years, Cowtribe’s ambitions have been supported through various teams and forms of assistance, fostering a successful partnership. This began with support from the MMH Business Accelerator program in 2019, which enabled Cowtribe to scale up operations and refine their platform’s technology.

This was accompanied by the engagement from a Boehringer Ingelheim employee, whose mentoring made a significant impact and opened doors to further support and upskilling. Shortly thereafter, Cowtribe was supported by an “Executive in Residency”¹ who provided additional expertise on topics such as supply chain and financial management, enabling their business model to move to the next stage.



Farmers in Sub Sarah Africa face barriers to education and veterinary service.

Subsequently, Cowtribe became the first recipient of Boehringer Ingelheim Social Engagement (BI SE) in 2022, obtaining additional funds and non-financial support to further scale-up and expand the impact of the business model. The fund aims to close a critical financing gap for social businesses in underserved communities.

Scaling-up with multidisciplinary support

Boehringer Ingelheim’s investment in Cowtribe goes beyond funding. Last year, company representatives visited Peter and the Cowtribe team to collaborate on creating a strategic roadmap. Experts from various fields were involved, including animal health, sustainability, logistics, and IT. The workshop in Ghana was well timed for Cowtribe, as they were in the midst of navigating numerous challenges while transitioning from a B2B start-up to a B2C company.

“We are benefiting a lot from the multidisciplinary consultation we were given. It allowed us to improve our operations, exercise accountability and show consistent growth for possible investors at a critical stage of our business”, says Peter. “While funding is crucial, the hands-on support throughout all business stages has always been equally valuable”, he emphasizes.

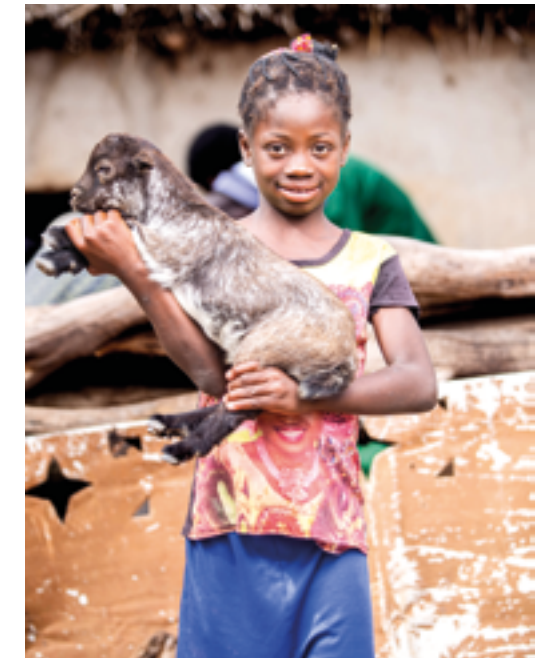


Bridging the last mile to reach smallholder farmers and their communities.

Cowtribe’s ambitions for a healthier Africa

Today, Cowtribe has become a trailblazer in helping to tackle diseases like rabies by utilizing innovative delivery strategies – moving from motorbikes to drones. The value of a secure vaccine value chain and improved access to these products recently became very evident, when Cowtribe effectively prevented an Anthrax outbreak this year.

By sharing crucial data from their Vaccination and Outbreak Management Information System with the Ghanaian government and partnering with the drone-delivery company Zipline, Cowtribe enabled the delivery of essential vaccines to affected farmers. To this day, the government is still actively using the platform.



The health and well-being of animals and humans are tightly interconnected.

Cowtribe’s unwavering ambition to help transform Africa’s animal health industry is significant for over 300 million smallholder farmers. As they rely on just a few animals for their existence, reducing the current 30% annual loss they experience due to disease outbreaks gives these farmers reason for hope. ←

^{*}Please note – Parts of this article refer to an EVPA publication by Ben DeVries: <https://www.evpa.ngo/stories/cow-survives>

¹ Learn more about the Executive in Residence program on page 26.

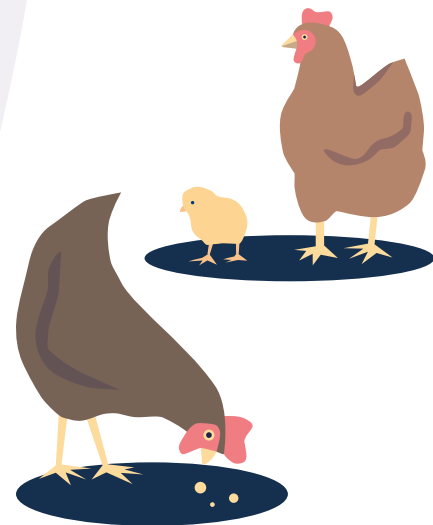
LAST-MILE VACCINE DELIVERY MADE SIMPLE VIA COWTRIBE’S SUPPLY CHAIN MANAGEMENT PLATFORM



Pictures: Cowtribe

Pictures: Cowtribe

EMPOWER TALENTS, EMBRACE INCLUSION



Andar, a South-American NGO, empowers disabled individuals through diverse activities like chicken farming, catering, and soccer – supported by Boehringer Ingelheim employees.

Picture a place where diverse activities unite, driven by the mission to empower individuals with disabilities. Asociación Civil Andar (short: Andar), a passionate social organization and MMH Fellow in Buenos Aires, teams up with Boehringer Ingelheim employees across South America for inclusive, eco-friendly projects. Volunteers participate in diverse activities, like catering services, managing an egg farm, and organizing integrative soccer matches, fostering growth for those with disabilities.



Chicken farming enables additional income generation.

Among Andar's numerous projects is Andar Catering, which provides catering services to several larger clients, primarily promoted through word-of-mouth. Maria Guazzini, Country Management Director Assistant for Boehringer Ingelheim in South America, leads the project, focusing on digital strategy, equipment, team skills, and marketing to boost sales and profits. Together with other volunteer colleagues, she updated the service name, logo, and added healthy food options. Intern Shaia Quijano supported the team by setting

up an Instagram account, expanding her own digital strategy skills. "It was interesting to learn about the specific challenges that come hand-in-hand when communicating about people with disabilities. What I liked most about the work was that I was able to showcase the passionate team behind the services and change the narrative in a more enabling, positive way." By creating the new Instagram account and gaining around 500 followers in six months, Shaia helped

strengthen the catering service and connect with potential clients.

Eggs for Independence

Building on the success of their catering services, Andar is now embarking on a new, yet related, venture: the organization is developing a free-range egg farm at their facilities in Moreno, Buenos Aires, with 14 young adults participating. At the farm, hens are allowed to roam and forage freely,

promoting animal well-being. Composting techniques will be utilized to manage waste and protect the environment. Currently, a comprehensive plan is being developed, which includes training for participants, construction of the barn, and land preparation.

Cecilia Miranda, AH Communications Manager (→ see interview on page 36), leads a group of colleagues, including two veterinarians, in the farm project. They oversee hen house construction and train Andar personnel in daily tasks like feeding, cleaning, and gate management. "The project embraces circular agriculture principles," says Cecilia, "with veterinarians training the team to recycle farm waste, compost it, and use it as fertilizer in their vegetable garden."

Individuals with disabilities perform all tasks, guided by Boehringer Ingelheim employees. These acquired skills are part of Andar's development program, aiming to help participants become more independent, self-sufficient adults who work, experience happiness, and take pride in living a dignified life – just like everyone else. ←



Community members at Andar's successful catering business.

"YOU DON'T NEED PRIOR EXPERIENCE TO VOLUNTEER. YOU NEED TO FIND THE OPPORTUNITY THAT SUITS YOU BEST!"



Cecilia Miranda, Animal Health Communications Manager & Making More Health Lead at Boehringer Ingelheim South America

Pictures: Asociacion Civil Andar

Pictures: Asociacion Civil Andar



With MMH CONNECT, employee engagement has never been easier.

MMH Connect is a user-friendly matching platform designed to connect the expertise, knowledge, and experience of Boehringer Ingelheim employees with the specific requirements of social entrepreneurs and their organizations across the globe. This collaboration aims to foster successful partnerships and achieve a more significant impact.

As an employee, you have the exclusive opportunity to contribute your skills and insights to a wide range of diverse social projects that resonate with you. Develop your change-maker abilities by embracing the role of an intrapreneur. Enhance your professional profile and uncover new career prospects. Broaden your horizons by engaging with meaningful social causes and acquiring cultural experiences from around the world.

No matter your skillset or the amount of time you wish to dedicate, embark on your journey today by finding the perfect project on MMH Connect!



mmhconnect.org

INSPIRING ENGAGEMENT

Cecilia Miranda, Making More Health Lead at Boehringer Ingelheim South America, has worked closely with MMH Fellows and several Employee Resource Groups (ERGs) from across the region to set up a comprehensive corporate volunteering program. After a successful first year of employee engagement within the MMH network, she reflects on challenges, opportunities, and what comes next for employee engagement in South America.



Cecilia, how did the volunteering program start and what impact has it had so far?

We launched the program in May 2022, on our VTI Day. Through our partnership with Ashoka and the existing network of MMH Fellows and their organizations, like Andar in Argentina and Fedar in Colombia, we were able to build on established initiatives. We also utilized the MMH Connect platform to connect our colleagues with these initiatives. The program has exceeded our expectations and employee engagement has been remarkable. Today, there are over 35 active projects and more than 100 volunteers creating a positive impact in the community.

What challenges did you encounter and how have volunteers benefited from the program?

One common challenge was the fear of the unknown among prospective volunteers. However, once they engaged with the communities and projects, their concerns diminished. That is part of the impact volunteering has on our employees. Volunteers gain valuable social skills, such as empathy, leadership, and communication. They develop genuine

connections with communities and social entrepreneurs, often dedicating their free time and weekends to volunteering. The personal growth and fulfillment that volunteers experience is remarkable.

What motivated you personally to participate in this program?

As a continent, South America faces significant challenges regarding poverty, education, and healthcare. Witnessing these issues every day compelled me and many of my colleagues to take action. We believe that giving back is crucial because we experience these challenges firsthand. “The privilege of a safe and healthy life with equitable access to education and healthcare should be extended to all.” Through our contributions to social projects as volunteers, we are able to help create a positive impact in underserved communities by supporting and empowering them.

What are the future plans and milestones for employee engagement in South America?

We have a lot of plans and our ERGs are very busy preparing new partnerships with MMH Fellows in our region. We are very excited about the upcoming activities, especially pro-

jects in northern Argentina, Colombia, and Chile, where we will be working with indigenous peoples. The indigenous communities are among the most underserved on the continent. We hope to be able to address their unique needs and support them by making an impact. The MMH Connect platform will continue to play a vital role in connecting employees with these initiatives. I hope our experiences encourage others to embrace volunteering and contribute to their communities. ←

This interview was conducted by **Vanessa Anttinen**



Cecilia Miranda,
Animal Health Communications
Manager & Making More Health Lead at
Boehringer Ingelheim South America

TO BUILD A HEALTHIER WORLD

The MMH course on intrapreneurship is an online experience with real life impact.

Post-pandemic creating a healthier world feels like a bigger challenge than ever before. With increasing costs, medication shortages, and vaccine hesitancy, it's evident that the traditional healthcare delivery methods need improvement. This also involves encouraging individuals to be more proactive in their health and well-being.

Since 2015, the MMH course “Social Intrapreneurship for Innovation in Health”¹ has aimed to teach learners strategies for creating opportunities for driving positive change to over 3,000 participants from 80 countries. During this six-week experience, they gain insights from the social innovation sector and explore methods for co-creating and prototyping ideas.

Unleashing your potential

Intrapreneurship, a skill set for promoting positive impact within existing institutions, can take many forms: from colleagues initiating a community project to an employee connecting their business with a local non-profit. Many participants realized that intrapreneurship could be part of their identity, or already was.

Miranda Rafael, Supply Chain Assistant based in Buenos Aires and a 2020 course learner, says: “It gave me the opportunity to reconnect with the outside world

during a time of great uncertainty, when the idea of closeness and sharing with others seemed dangerous.” The course helped her reconnect with what she's most passionate about: social impact.

The business case for impact

Launching and managing initiatives focusing on social and environmental impact, and sharing learnings with colleagues and friends, are ways participants have applied their newly acquired knowledge. Others reported using their newfound skills in the workplace, becoming better leaders, team builders, and problem solvers.

The next course dates are October 16 – November 24, 2023. Don't miss this opportunity to become an intrapreneur and drive positive impact from within! ←

“I learned, among other things, about the difference between charity and long-term sustainable impact in our communities, and it encouraged me to think and dream big.”



Miranda Rafael,
Supply Chain Assistant

¹ To learn more, visit <https://www.changemakers.com/learning-center/course/social-intrapreneurship-innovation-health-facilitated>



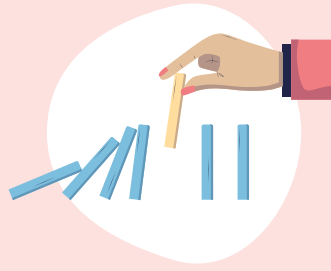
BREAKING THE CYCLE



OF POVERTY

Picture: Making More Health

In India, manual scavenging is a job most often passed down within families, from generation to generation. This creates a vicious cycle of poverty, health risks, and social stigmatization. Vizhuthugal, a NGO located in Coimbatore, in the state of Tamil Nadu, is working to change this.



Manual scavenging is a term used to refer to the human labor of cleaning sewers and septic tanks, or more specifically the “...manually cleaning, carrying, disposing of, or otherwise handling in any manner, human excreta in an insanitary latrine or in an open drain or pit...”.¹

Manual scavengers typically use basic hand tools such as brooms, buckets or shovels, and rarely have personal protective equipment. Not even gloves. It is regarded as dehumanizing work and was banned in 1993. However, even though manual scavenging is prohibited, the lack of alternatives still forces many people to take up the vocation.

A cycle of poverty, health risks, and discrimination.

Manual scavenging is commonly characterized by unhealthy and unsafe working conditions. Human Rights Watch reports on the prevalence of nausea and headaches, respiratory and skin diseases, anemia, diarrhea, vomiting, jaundice, trachoma, and carbon monoxide poisoning.² This is exacerbated by many manual scavengers living in settlements far outside of the cities which, with their poor infrastructure and connectivity, make a trip to the doctor a daunting project. Low levels of income add another dimension to the negative health effects, exacerbating further mental and physical health problems, such as depression, alcoholism, and widespread malnutrition.

The cycle is reinforced as the children of manual scavengers face higher barriers to formal education, primarily caused by exclusion and discrimination. Poverty plays a factor as well, increasing the probability

these children drop out of school and take up jobs instead.

“When I started working, sanitation workers didn’t have proper safety equipment while carrying out their tasks. They fell sick easily, the children were in a very risky situation, and there was a lack of awareness about governmental welfare schemes.” Chandra K, Program Coordinator at Vizhuthugal Social Education and Development Trust (here referred to as Vizhuthugal) explains. “My wish is to create equality and dignity for them.” To improve the outlook of traditional scavenger families, Vizhuthugal works directly with the communities, focusing on mobilization, education and counseling, and raising awareness for human and legal rights. As manual scavenging is a vocation mainly occupied by women, Vizhuthugal’s approach includes a focus on women’s empowerment through establishing women-led self-help groups.

Empowerment through collaboration

The collaboration between Vizhuthugal and Making More Health was initiated in 2020, during one of India’s most devastating waves of COVID-19. The pandemic made the already tough living conditions critical for many scavenger families, as they were left without access to their livelihood. This had multiple consequences, including an increase in domestic violence and an even higher number of children dropping out of school to support their families. The collaborative effort enabled an outreach to the communities and provides direct aid through food packages and emergency relief kits, as well as reinforces efforts to provide

awareness programs and skill development.

Today, the collaboration focuses on sustainably improving the living conditions of the scavenger families. For example, courses to increase awareness of human rights, hygiene and sanitation, and social security, have taken place under the umbrella initiative “Sanitary Workers Welfare Program.” In March 2023, Vizhuthugal became a partner in the System Changer Network – a network for NGOs in India and Kenya to share knowledge and support each other, in order to develop solutions together.

To date, Vizhuthugal has helped to form hundreds of self-help groups and improve the living situation for thousands of people. In just a few years, a tremendous change has already taken place – and the work will not stop until the cycle of poverty has been broken. ←

“My wish is to create equality and dignity for them.”



Chandra K,
Program Coordinator at Vizhuthugal Social Education and Development Trust

¹ Prohibition of Employment as Manual Scavengers and Their Rehabilitation Act, 2013, <https://indiacode.nic.in/bitstream/123456789/2119/1/201325.pdf>

² Cleaning Human Waste: “Manual Scavenging”, Caste, and Discrimination in India | HRW, (accessed April 17, 2023).

REDEFINING RURAL COMMUNITIES



“Rural does not mean poor and marginalized” - Tony Joy

Tony Joy works to challenge the negative stereotypes often associated with rural communities. For far too long, these communities have been unfairly labeled as poverty-stricken, marginalized, and underdeveloped. However, Tony firmly believes that there is untapped potential within these communities – rich histories, knowledge, and empowering stories that deserve to be shared with the world. Through her foundation, Durian, she aims to empower rural women to reshape the narratives surrounding their communities.

From rural to global, from waste to value

Tony Joy’s personal journey shaped her conviction that nothing is truly wasted. Growing up differently from societal norms, she experienced bullying and was made to believe that she was worthless. Tony left her home at a young age, only to face homelessness, hunger, and a sense of lacking that reinforced her negative self-perception.

In overcoming these harmful narratives about herself, Tony recognized how important it is to restore dignity and identity, especially to women in rural communities. She established Durian with the goal of engaging women through craft

training, adult education, and agriculture – thereby creating communal systems that allow the communities to see value in the resources available to them.

Embracing the power of rural communities

By applying circularity principles in projects such as transforming cocoa waste into African black soap, Tony’s organization demonstrates the community’s capacity to tackle their own challenges in a positive and sustainable way. Through market access, she establishes rural link-



A demonstration on how to recycle plant waste at Durian Nigeria.

ages to global markets, elevating the community’s sense of agency, self-worth, and self-actualization.

Tony Joy’s work through the Durian Foundation exemplifies the transformative power of reframing narratives. By refusing to bow to the narrative about rural communities, she is breaking the cycle of marginalization and poverty, working towards a future where rural communities are seen as vibrant, resilient, and indispensable contributors to global society. ←



Tony Joy, Founder/Director, Durian

Picture: Durian Nigeria

CREATING CONNECTIONS

Meet Ana and Giorgio, two Boehringer Ingelheim employees, who engaged with mental health focused initiatives through the Executives in Resident (EiR) program. They shared their expertise with MMH Fellows and gained valuable insights in return.

GIORGIO GATTI, HEAD OF IT M&S DATA INSIGHTS & ADVANCED MODELING AT BOEHRINGER INGELHEIM, WENT TO ZIMBABWE TO SUPPORT DIXON CHIBANDA’S FRIENDSHIP BENCH PROJECT.

“ Before visiting Zimbabwe, I prepared myself for cultural differences. For example, I was surprised to learn that meals are typically eaten once a day! Beyond the original task of building a digital platform, my role soon extended to mentoring the Friendship Bench team and coaching on various topics. I realized that being a social entrepreneur means not only changing lives, but also ensuring sustainable practices and navigating challenges without a comprehensive network or skills. Engaging with Dixon and his team impacted me in several ways: I learned to navigate uncertainty by trusting the right people, to be grateful for what I have, and to embrace community-building approaches. These lessons have influenced both my professional leadership and my personal life.” ←



Giorgio Gatti (right) supported the Friendship Bench project in Zimbabwe.

ANA ESCOBAR – QUALITY MEDICINE HEAD IN MEXICO, CENTRAL AMERICA, AND THE CARIBBEAN AT BOEHRINGER INGELHEIM – TELLS US ABOUT HER VISIT TO FINLAND TO MEET MARKUS RAIVIO AND HIS NGO, KUKUNORI.



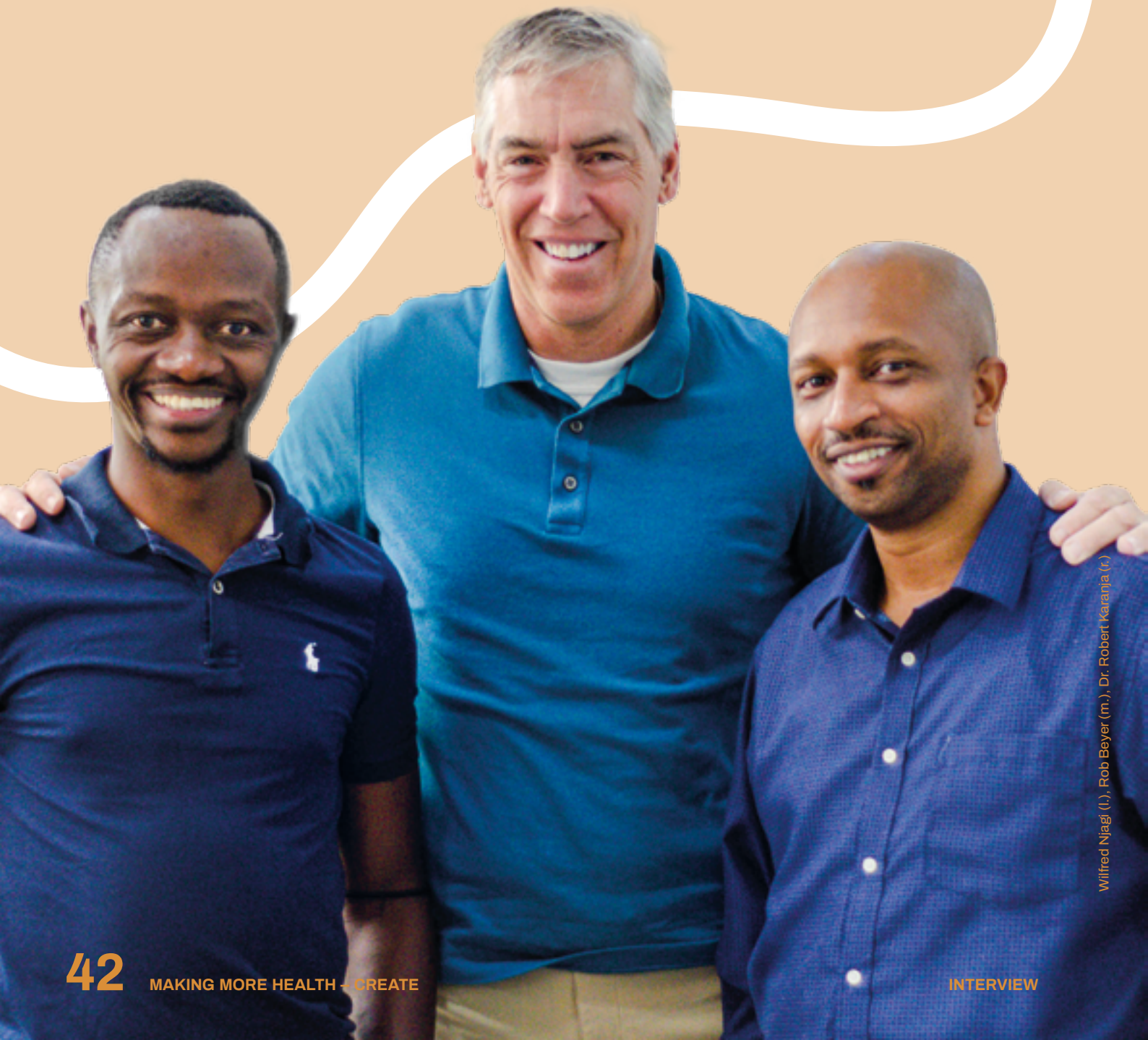
Ana Escobar (right) and the team from Kukunori.

Pictures: Giorgio Gatti/Ana Escobar

“ Kukunori’s approach has been described as ‘A Revolution in Mental Healthcare’, so of course, I was captivated right away! Kukunori’s ‘Cultural Houses’ offer mental health survivors and people with disabilities a safe space and innovative programs to help build confidence and resilience, and reintegrate them into the community. The people’s warmth and inclusivity are mirrored in their approach: anyone can play a role in mental healthcare by thinking innovatively and contributing to the betterment of society. This approach not only supports participants, but also fosters empathy and care within the community and beyond.” ←

RISING STARS

Rob Beyer, Co-Founder & Executive Chairman Villgro Africa, shares his insights on early-stage social enterprises in Africa.



Wilfred Njagi (l.), Rob Beyer (m.), Dr. Robert Karanja (r.)

“SECURING FUNDING REMAINS A SIGNIFICANT CHALLENGE FOR EARLY-STAGE AFRICAN COMPANIES, ESPECIALLY IN THE HEALTHCARE SECTOR.”

Villgro Africa¹ is an incubator and impact investor in Africa. What do you do exactly?

Villgro Africa is somewhat unique on the continent in that we provide both capital and technical support to early-stage companies in the health and life science sector. Our support includes traditional business development expertise, as well as experienced assistance in engineering and navigating the regulatory challenges in different markets. Companies can stay in our program for six months to several years, depending on their particular innovation. For example, medical device/diagnostic companies can take a long time to develop from inception to market readiness.

Mentorship plays a vital role in our incubation program. Through Villgro Africa's extensive network, we offer access to professionals, whose expertise helps assist company founders as they accelerate their growth. We are grateful to Boehringer Ingelheim for enabling connections to a variety of mentors who are actively supporting several of these companies!

How does impact investing differ from traditional investing?

At Villgro Africa, we exclusively support companies that can show their ability to make a tangible impact on the lives of the underprivileged. These companies, often called social enterprises (SEs), must exhibit the potential for a sustainable

business model and ensure their product or service is/will be accessible to people at the base of the economic pyramid. In this context, we prioritize “impact” over “profit” while acknowledging that for lasting impact to be achieved, the company needs to be financially sustainable – and this can be a delicate balance. It is truly inspiring to see the growing number of companies in Africa who share this mission. The future looks promising as we support more of these SE's.

Making More Health is collaborating with you on supporting the “Rising Stars”. What does this program entail?

We are grateful for our partnership with the MMH team in identifying and working with the SEs chosen to join the program. The Rising Stars program specifically concentrates on finding early-stage innovative companies, which then obtain seed funding and business support for a six-month period. Most of these companies complete the program with a significantly refined business/sustainability model that they then utilize to secure additional funding.

Another unique aspect of the program is the way the Villgro Africa team “walks with” the founder(s) and provides practical support, beyond simply advising or mentoring. In 2022, the program focused on companies in the animal health space. This year, we look forward to supporting those addressing challenges related to chronic kidney disease (CKD).

What are the specific challenges faced by early-stage start-ups in Africa?

Securing funding remains a significant challenge for early-stage African companies, especially in the healthcare sector. Investors can be hesitant due to perceived risks and uncertainties, making it harder for companies to develop and scale their products and services. For example, infrastructure elements like electricity, transportation, and internet accessibility can affect service delivery, while inefficiencies and fragmentation in the African regulatory framework can negatively affect growth potential and timelines.

General health education and awareness are limited, which can hinder service/product adoption, especially for companies offering new and innovative healthcare solutions. To overcome this challenge, companies need to invest more in training and development as may typically be the case in more developed regions. Additionally, talent can be elusive and often comparatively costly, particularly at the “C-Level”. To address this challenge, we provide specific technical/business support in addition to mentors who can play a vital role in strategic decision-making.

What are the future plans concerning the Rising Stars?

At Villgro Africa, we anticipate expanding our partnership with Boehringer Ingelheim to create a pipeline of companies in the healthcare sector. We believe that the growing demand for affordable and accessible healthcare, the increasing penetration of mobile/internet technology, and the growing entrepreneurial ecosystems on the continent are factors that bode well for the future of the Rising Stars program – as we together contribute to driving positive change in health-care delivery in Africa. ←

This interview was conducted by Hilke Rosskamp

¹ For more information, visit <https://villgroafrica.org/>

MAY WE ASK?

Discover some of the MMH Fellows* selected in 2022: system-changing social entrepreneurs who are tackling complex health challenges across the globe.



“The MMH support is precious: the learning and sharing opportunities, the open platforms to meet stakeholders across sectors, the co-learning experiences to exchange insights and pitch projects. Through MMH, I aim to improve my work in creating systems that drive change across rural communities in Nigeria and Africa and to learn more about holistic approaches to health and development.”

Tony Joy,
Durian, Nigeria

“Becoming an MMH Fellow and collaborating with Boehringer Ingelheim leaders gives my Foundation an amazing opportunity. This support from experienced leaders will benefit both our whole organization and our marketing and fundraising strategy, as we strongly believe in the power of collaborative partnerships.”

Monika Tothne Almassy,
HOSPIEDU (KórházSuli), Hungary



Markus has designed a new approach to mental healthcare that enables those with severe mental health challenges such as psychosis, personality disorders, and depression, to focus on skillsharing and co-creation in the arts. This approach cultivates self-confidence, resilience, and community building.

Markus Raivio,
Kukunori, Finland



“I’m deeply fulfilled to see that my grassroots work is gaining international recognition through the MMH partnership. My objective is to expand my efforts in water conservation and ensure that isolated rural communities have access to safe drinking water. I am dedicated to constructing a resource training center and, most importantly, building a hospital in my village.”

Tantoh Nforba (Farmer Tantoh),
Save Your Future Association, Cameroon

Through her organization Yo No Renuncio (“I’m not giving up”), Laura is transforming the labor-maternal system by engaging mothers, companies, public administration, and educational institutions as changemakers. This ensures that no woman has to choose between family and pursuing a professional career.

Laura Baena,
Yo No Renuncio, Spain



* MMH Fellows are Ashoka Fellows (system-changing social entrepreneurs who have passed Ashoka’s Venture Process) who are working in the health sector and are supported by Making More Health. Learn more here: <https://www.ashoka.org/>

THE OUTSIDER'S PRIVILEGED INSIDE VIEW

In 28 years as a facilitator and coach, I have worked with thousands of leaders in over 150 organizations. Some of the most meaningful work of my life has been facilitating the MMH Insights weeks in India and Kenya, and supporting the **Bag2theFuture** teams.

In April 2016, on a tour of a primary care hospital in the tribal area of Attappady, in Kerala, India – where Making More Health (MMH) was supporting the work of the Karl Kübel Institute of Development (KKID) – we visited the children's ward. It was filled with emaciated children, who, in need of treatment, formed a long queue even outside the door. In 2019, on a tour of the same hospital by the same doctor, the ward was empty. He explained, "When you first came in 2016, we had over 5,000 open cases of severe child malnutrition in this area. **Today, we have 34.**"

MMH can claim a significant contribution. This is one indication of the phenomenal impact that MMH has had on the lives of some of the poorest, most marginalized people across the globe.

How was this progress made possible? Through the combination of many little things and relationships that have been built and enabled by MMH in partnership. For example, by providing the local hospital with a four-wheel drive mobile unit, doctors and social workers can visit otherwise inaccessible villages, which changes the fate of malnourished pregnant mothers and deprived children. New Anganwadis (village kindergartens) were built so children have access to safe buildings to learn in, equipped with clean bathrooms, purified drinking water, kitchens with smoke-free fuel, and new technology, like tablets, so that teachers can better communicate with local hospitals as part of their role as care workers.

In India, self-help groups of village women are established to be taught useful skills, such as how to regularly save small portions of income. With this skill, women can (through their own small micro-lending schemes) form micro-enterprises, in which they can use other skills they are also taught in their self-help groups, including crafting, tailoring,

goat-rearing, soap and mask making (unknowingly preparing them up for the pandemic), etc. And they weren't alone. Further support for these projects and goals was given by a micro-enterprise alliance in Coimbatore City. The trust that was created with these groups enabled better access for healthcare and social workers to the villages.

In Kenya, co-operatives of very poor rural farmers and groups of typically excluded people (like those with albinism) have been supported by Boehringer Ingelheim employees and MMH Fellows who work with local NGOs to teach animal welfare and basic crop rearing skills and to find ways of diversifying their income in fallow months. Training centers and schools have been built to enable community support and skills development. A system changer network promotes collaboration among NGOs, so they can work together and learn from each other.

I have seen Boehringer Ingelheim managers teach villagers marketing and finance, use digital devices, measure blood pressure or sugar levels, and identify signs of diabetes and hypertension in their villages, to name just a few examples. This amazing work saves and improves lives, prevents diseases, improves incomes, transforms nutrition, increases access to better healthcare and restores self-worth. ←



A visit at the St. Paul's School in Kiblisi, Kenya.

Picture: Making More Health

OUR AMBITIONS FOR 2030:

CO-CREATING A BRIGHTER FUTURE

50,000,000

lives will be impacted through co-creation with our partners.

20,000

Boehringer Ingelheim employees will be engaged in our ecosystem of change.



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