



*To make high-quality
paediatric care
available, accessible,
and affordable in
Nepal.*

FUNDING PROPOSAL

Kathmandu Institute of Child Health

December 6 , 2019
American Nepal Medical Foundation, Nepal
In care of: America Nepal Medical Foundation, USA

Dear Mr. President,

We are excited to share with you the Kathmandu Institute of Child Health (KIOCH) proposal. Your experience and your visibility in North America and in Nepal offer a unique opportunity for you to become a lead supporter of KIOCH. With help from our closest friends and trusted allies, we are embarking upon a momentous effort to gather support and build strategic fund to establish KIOCH. We are fortunate to have friends like you who have led through example and made significant contribution in Nepali healthcare sector.

KIOCH is a registered not-for-profit organization working towards building a comprehensive, multispecialty paediatric care facilities in Nepal with the aim to make high-quality paediatric care available, accessible, and affordable in Nepal. We have assembled a distinguished board of director, consisting of leaders in medicine, public health, and social work; luminaries in government, private-sector, NGOs & INGOs; and representatives of international Medical and Educational institutions. Together, we are working on curating an effort to reduce neonatal and childhood morbidity and mortality, and improve the quality adjusted life years of Nepali children. To achieve this extraordinary goal, we need visionary supporters like you.

To support this historic undertaking, we humbly request you to consider a pace setting initial pledge of \$100,000. A gift from you at this time will set a strong foundation for KIOCH and will inspire others to contribute, and eventually ensure KIOCH's important legacy for the future.

Thank you for your generosity and leadership, and for your consideration of our proposal. We look forward to speaking with you again soon.

Yours sincerely,



Dr. Bhagawan Koirala
Founding Chairman
Kathmandu Institute of Child Health (KIOCH)
kiochnepal@gmail.com/+977 9851111055
www.kioch.org

I. Executive Summary

Nepal has achieved tremendous success in reducing child mortality over the last two decades and significant progress has been made in the prevention and control of infectious diseases among children. In recent years, we have observed an epidemiological shift from communicable, maternal, neonatal, and nutritional (CMNN) diseases to non-communicable diseases (NCD). However, the unaffordability, inaccessibility, and lack of quality specialized care continues to pose a great threat to child health.

The availability of high-quality pediatric health care in Nepal is limited. There is only one government tertiary level hospital for children in the country and only about 475 total beds exist to serve roughly 12 million children, falling far from the World Health Organization's (WHO) recommendation of 5 beds per 1,000 people. Furthermore, the facilities available do not offer the complete range of pediatric specialty services. These existing facilities are also concentrated in the Kathmandu Valley and operate primarily on their own with little collaboration between other facilities or health posts across the country. Lack of access to quality specialty care leads to premature deaths, increase in morbidity which in many cases progresses to chronic diseases, or disabilities due to untreated infections.

There is also a substantial shortage of qualified healthcare professionals, and majority of pediatricians that do exist, reside in urban areas. Despite higher salary incentives, the Government of Nepal has significant difficulty retaining physicians in remote, rural areas of Nepal.

II. Organization Description

KIOCH is a registered non-profit organization, established in 2017 with the aim to build working a comprehensive paediatric care facility in Nepal. Based on a hub and spoke model, the headquarter will be based in the Budhanilkantha Municipality, Kathmandu with six satellite units to be established in rural provinces. Through these efforts, we aim to provide access to healthcare millions of Nepali children.

III. Project Description

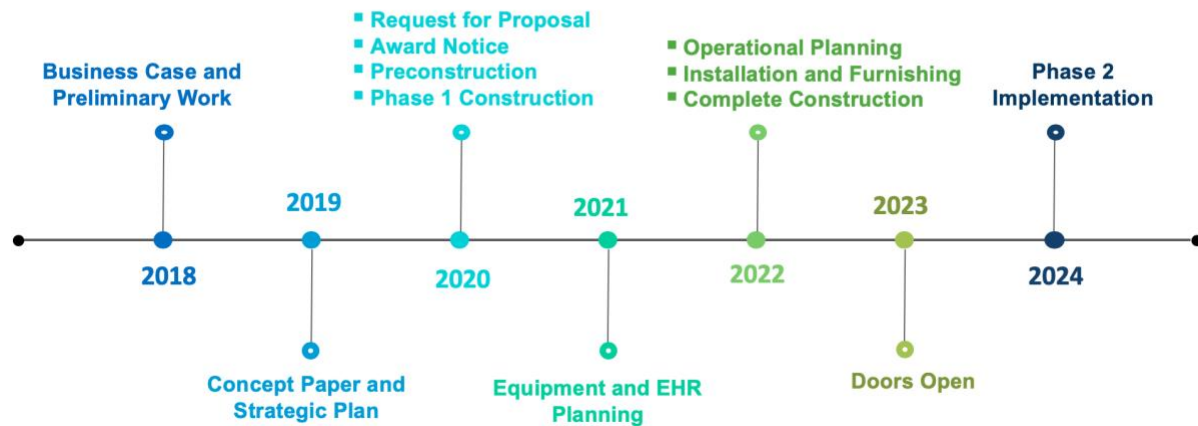
KIOCH will begin accomplishing its mission and vision by establishing a multispecialty care hub in the nation's capital, Kathmandu. The effort of attracting high-quality medical professionals to remote areas of Nepal is tried and failed. Instead, we offer a solution that allows for concentration of talent and sophisticated equipment or treatment in the hub facility located in the capital city. First, we will focus on strengthening and improving the quality of pediatric specialty care, making it available in Nepal.

Next, the KIOCH "spokes" or satellite centers will be spread strategically throughout the country, one in each province. These spokes will not duplicate the full range of services, instead, they will act as gateways that channel patients to the main facility in Kathmandu, with an extremely coordinated approach. Initially, the KIOCH satellite centers will offer services that complement the main KIOCH hub facility, focusing mainly on diagnosis, routine treatment, and follow up care that has been prescribed by the main KIOCH hub facility. In the future, after further assessment of opportunities and barriers we will expand service capabilities.

Having a central hub facility will bring in a large patient volume for specific types of conditions and therefore increase physician skill level. This will in turn increase physician productivity and more patients can be treated within a given amount of time, allowing KIOCH to achieve economies of scale. The hub-and-spoke configuration suits the geographical setting and economic conditions of Nepal.

IV. Timeline and Budget

We have developed a phased approach to improve child specialty healthcare delivery in Nepal. Phase 1 will begin with building a pediatric specialty care center with 100 beds in Kathmandu Valley. KIOCH will identify medical lead specialists and trainees or junior medical officers. In Phase 2, services will be expanded to other needed specialties and capacity building. At this time, another 100 beds will be added, as well as new equipment. KIOCH will have developed mobile healthcare teams to screen and bring in new patients to receive care and build referral networks with local partners in each province. In Phase 3, KIOCH will build satellite centers in each of the surrounding six provinces.



Our cost estimates for each phase are as follows:

a. Phase 1 Estimated Costs

DESIGN	CONSTRUCTION	EQUIPMENT	HOUSING
International company with experience in healthcare facility design will develop the detailed design and master plan for KIOCH	Construction estimates are based on costs for other hospital projects in Nepal: Manmohan and Hospital for Advanced Medical Sciences	Equipment planning will include OR equipment, lab and diagnostics equipment, electronic medical record system, etc.	Family housing will be built for families that cannot afford to stay in Kathmandu or whose children need to be closely monitored for care
\$300,000	\$5.2 Million	\$4.3 Million	\$2 Million

PHASE 1 TOTAL FUNDING REQUIRED ≈ \$11.8 Million USD

V. Funding Opportunities

Kathmandu Institute of Child Health (KIOCH) will recognize principal (5 crore+), cornerstone (1 Crore+), leadership (10 lakhs+) and major gifts (1 lakh+) and general (less than 1 lakh) as an essential expression of gratitude to donors making these significant gifts. This recognition will help to create public awareness of the support that KIOCH receives from the communities we serve. It is our policy to offer naming opportunities to recognize individuals, businesses, or groups for their significant gifts. These naming opportunities provide incentives for additional donors to make gifts and are important to the success of fundraising campaign for KIOCH.

The following are funding opportunities and categories:

Naming Categories	Gift Amounts
Friends of KIOCH (General)	Less than NRS 100,000
Silver Partners (Major Gift)	NRS 100,001 – 1,000,000
Gold Partners (Leadership Gift)	NRS 1,000,001 – 10,000,000
Platinum Partners (Cornerstone Gift)	NRS 10,000,001 – 50,000,000
KIOCH Founding Partner (Principal Gift)	NRS 50,000,000 and above

Funding Areas	Gift Amounts
Initial Admin Set up	NRS 20,000,000
Land Development and Road Access in Kathmandu	NRS 30,000,000
Concept Design and Master Plan	NRS 30,000,000
IT/EHR System	NRS 50,000,000
Family Support Center Construction in Kathmandu	NRS 30,000,000
Hospital Security Center	NRS 20,000,000

Naming Opportunities	Gift Amounts
Cancer Care Ward	NRS 30,000,000+
Cardiac Care Ward	NRS 30,000,000+
Psychiatry Department	NRS 30,000,000+
Critical Care (NICU, PICU)	NRS 30,000,000+
Emergency Department	NRS 20,000,000+
Labs	NRS 20,000,000+

**Naming opportunities for waiting rooms, lobby, conference rooms, administrative office suite, physicians rooms etc. are also available within each department for different prices.*