

PROJECT STATUS REPORT

01/01/2020 - 06/30/2020

SECTION 1: PROJECT SUMMARY

Operation number: TT-T1101
Suboperation number: ATN/ME-17985-TT

Project Name: MEDL Delivers
Purpose:

Country admin
 TRINIDAD AND TOBAGO

Country beneficiary:
 TRINIDAD AND TOBAGO

Group: C
SubGroup:

Executing Agency: EIKM Holdings Limited
Team Leader: VASHTIED

Project cycle:

Report Date: 2020 - 08 - 12

Approval Date:

Signature Date: 2020 - 05 - 19

First disbursement date: 2020 - 06 - 17

Original Execution End Date:

Current Execution End Date:

Original Last Disbursement Date: 2021 - 05 - 19

Last Current Disbursement date: 2021 - 05 - 19

SECTION 2: PERFORMANCE

Project's performance summary in the last 6 months

For the period from contract signing (May 19th-June 30th), medl completed its Compliance with Conditions Prior to First Disbursement (Milestone 0). Operations: medl is in possession of full licenses to operate, has a fully trained team onboard, and has negotiated all relevant payment terms and put all operational and delivery infrastructure in place for launch. Software: medl's software is in beta testing and is pending only payment integration and final Quality Assurance Prior to launch Outreach: medl has formally onboarded 40 doctors as of 20.08.2020 and is on track to meet its Milestone 1 target of 75 doctors by 19.09.2020. We are onboarding doctors at a rate of 2 a day and have a further 65 soft-yeses. medl has agreed a co-marketing agreement with checkup, a telehealth platform. medl has prepared all social media, website and the first month's marketing material. medl has finalized the process for corporate plans. medl has begun negotiations with a view to launching in Barbados via a JV with a regional conglomerate. Insurance: medl has agreed a partnership with M&M Insurance Limited and is ready to proceed onboarding M&M's customers from launch (Milestone 1)

Supervision Team Leader comments

medl has made very good progress in this TC prototype operation to date

SECTION 3: INDICATORS AND MILESTONES

C1 : Design Phase

Weight 33%

Qualification ~not selected~

Indicators	Baseline	Planned	Achieved	Status
I1	0	1 (2020 - 08 - 19)		In progress

C2 : Implementation Phase

Weight 33%

Qualification ~not selected~

Indicators	Baseline	Planned	Achieved	Status
I2	0	7760 (2021 - 05 - 19)		In progress
I1 Total number of Doctors onboarded and using medl's platform to issue prescriptions.	0	200 (2021 - 05 - 19)		In progress
I3	0	70 (2021 - 05 - 19)		In progress
I4 Number of NCD-associated Prescriptions and Prescriptions to treat other conditions that compromise immunity that are filled monthly	0	25 (2021 - 05 - 19)		In progress
I5	0	10 (2021 - 05 - 19)		In progress

C3 : Evaluation and Knowledge Dissemination Phase

Weight 33%

Qualification ~not selected~

Indicators	Baseline	Planned	Achieved	Status
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I1	organization will break even at month 6 of the project recorded as value 0 in indicator 1. The project will achieve a profit in month 12 of the project, recorded as value 1 in indicator 2	0	1 (2021 - 05 - 19)	In progress		
I2		0	4 (2021 - 05 - 19)	In progress		
Milestones		Planned Value	Achieved Value	Due Date	Achieved Date	Status
Fulfillment of Conditions Prior to First Disbursement		1	1	2020 - 08 - 19	2020 - 06 - 08	Achieved
On Boarding of Doctors and Agreement with Health Insurance Carrier		1	84	2020 - 09 - 19	2020 - 09 - 18	Achieved
Fulfillment of Prescriptions		1500	0	2020 - 12 - 19		Pending
Plan for scaling		1	0	2021 - 02 - 19		Pending

CRITICAL FACTS THAT HAVE AFFECTED PROJECT'S PERFORMANCE

[There were no aspects reported during this period]

SECTION 4: RISKS

Impact Area	Severity	Prob.	Date	Responsible	Mitigation action
Increased uptake of Medl to onboard 200 clinicians	Implementation Phase	(4) High	Low 40%	2020 - 07 - 09	Project Coordinator
Technology challenges experienced by users	Implementation Phase	(1) Very Low	Very Low 20%	2020 - 07 - 09	Project Coordinator
Financial Viability of the Model	Final Outcome	(5) Very High	Low 40%	2020 - 07 - 09	Project Coordinator

At this point, the COVID 19 pandemic has resulted in many doctors working on a reduced schedule or attending only emergency consultations, medl will provide doctors with a solution to support and monitor wellness of persons using prescribed medication which presents an opportunity to mitigate this risk. Additionally, medl's outreach manager as a former pharmaceutical representative, brings to the organization professional relationships and trust of a large number of private doctors which will be leveraged to support onboarding.

Again, the challenges of COVID 19, particularly to vulnerable groups is expected to encourage usage and medl's user interface has been designed for simplicity and positive customer experience. Access to medl's phone support and customer service representative supported by its social media outreach campaign, will encourage users and help resolve issues in a prompt manner. Given the high level of smartphone penetration and Wi-Fi access on the island access should not be an issue

IDB Lab financing of IT and software development costs, initial stocking costs and outreach costs in the first few months of operation will support the acceleration of business mobilization and provides a high level of additionality while mitigating the risk that medl, like many innovation driven startups, will not have financing to pursue an accelerated launch strategy. The risks identified can be classified as high risks, as these risks can directly threaten the viability of the TC Prototype. In this regard, project milestones have been structured to provide timely alerts during several stages of implementation to prompt corrective action, or in a worst-case scenario cessation of financing from IDB La

TOTAL RISKS QUANTITY: 3 IN EFFECT RISKS: 3 NOT IN EFFECT RISKS: 0 MITIGATED RISKS: 0

SECTION 5: SUSTAINABILITY

Indicate likelihood of project sustainability after project completion:
HP

Justification

medl is a commercial business venture and will continue operations beyond the period of IDB Lab funding and support

ASPECTS THAT PUT THE PROJECT SUSTAINABILITY AT RISK

[There were no aspects reported during this period]

Actions related to sustainability which have been implemented in the project:

Partnerships with doctors and with an insurance carrier have already been secured

SECTION 6: PRACTICAL LESSONS

[There were no lessons learned reported during this period]