MIT Sloan School of Management
GLOBALHEALTH LAB
Spring 2013

Organizational Profile Project Foundations Management Toolkit: Week 1

Your first team assignment will not only set the stage for your project, but will also enable you to share what you know about your organization in your initial mentor meeting and upcoming class discussions; you will also draw on the resulting bank of information in later work (such as for your final poster). Start working on it as soon as you can. Apart from the second item, answers can be in note form. If a given item does not apply, note N/A. If you do not know a numerical answer, use a range or order of magnitude, and create a follow-up task for your team to find the answer.

For this task, focus on the organization, rather than your project.

Name of organization	RTT Unjani Clinic
Complete 2 or 3 sentence overview	Unjani Clinic is a clinic-in-a-container primary healthcare
of the organization: main activities;	shop founded from RTT Group's CSI budget. It operates on a
products or services; business	franchise model with the revenue coming from providing
model (& main sources of revenue).	care as well as selling OTC medicine.
Organization's mission, in a	To provide more access to quality care at an affordable price
sentence or phrase	as well as to encourage more women entrepreneurs.
Year founded	2010
Number of employees	Over 2700 in RTT overall. For the Unjani Clinics: TBD
Number of sites (also list countries	South Africa, Johannesburg (3 sites: Etwatwa, Kwaggafontein
if relevant)	& Villa Lize).
Number of customers or patients	Around 400 per month per site.
served (e.g. per month or year)	
Who founded it and are they still	Tim Edwards – Yes, as Chairman of the RTT Group
involved?	-
Who runs it? List top leader or	Trixie-Belle Nicolle – CSI Project Manager
leaders	· -
Describe the setting in which the	Rural – focus on remote area where quality care was lacking.
organization operates (e.g. urban,	
rural; US based, etc.)	
Whom does it serve? In other	People at the BoP.
words, who are its customers or	
patients, in general?	
Where on the care delivery value	Primary
chain does the organization focus?	
If it provides patient care, what	
level? (e.g. primary, prevention,	
specialty tertiary)	
Which health conditions does the	Common symptoms that do not require doctors' specialty (ie.
organization focus on?	infections, pregnancy tests, maternity care, HIV).
What is the overall capacity	It varies per site. Some sites have as low as 80 patients per
utilization for the organization?	month where as other sites have as many as 400+ patients
(qualitative answer OK for now)	per month.

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15.S07 GlobalHealth Lab Spring 2013

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