



## **African Market Medical Device Delivery Internship**

**Location: Palo Alto/Evanston + Kenya/Zambia/Mozambique**

**Time Commitment: 10 weeks, late June to early September**

D-Rev is an international nonprofit design firm and technology incubator that develops market-driven products to improve the health and incomes of people living on less than \$4 per day. We utilize cutting-edge research and technology development to develop user-centric products and strategies that are scalable and allow for people to lift themselves out of poverty.

In partnership with Kellogg School of Management's Global Health Initiative and Stanford University's Hasso Plattner Institute of Design (d.school), we are recruiting 1-2 summer interns to study private sector delivery of medical devices in East and South Africa. Interns will be splitting their time between Palo Alto (California) or Evanston (Illinois) and Kenya, Zambia, and Mozambique. Using D-Rev's phototherapy device, *Brilliance*, as a test case, interns will work to better understand economically-sustainable delivery channels of medical devices in these regions. Our goals are to identify market challenges to successful delivery, determine viable options to overcome them, and leverage the private sector to sustainably scale up *Brilliance* and other high-impact medical devices in Sub-Saharan Africa.

*Brilliance* is part of D-Rev's Neonatal Jaundice Initiative, which aims to drastically reduce permanent brain damage to babies from delayed jaundice diagnosis and treatment. Jaundice is barely an issue in the West, but a combination of factors in developing countries such as lack of medical care access, inadequate infrastructure, ineffective treatment and education results in a relatively high level of preventable deaths and conditions. Kellogg has traditionally focused on diagnostics for infectious diseases in the developing world, including a new test for diagnosing infants with HIV that is now launching in Kenya, Mozambique, and Zambia. Building upon this experience in the African neonatal market, Kellogg is partnering with D-Rev to ensure that relevant experiences from the infant HIV test translates to the *Brilliance* device. Stanford has been a long time collaborator on *Brilliance*, and we expect this relationship to grow with the new Institute for Innovation in Developing Economies.

The African market interns will work with Kellogg and Stanford faculty and D-Rev staff to research medical systems and medical device distribution channels in Kenya, Mozambique and Zambia. They will analyze data collected through independent research and ongoing work at D-Rev and Kellogg, make recommendations for partners and test markets, as well as develop a preliminary marketing and delivery strategy for *Brilliance*. We hope to contribute to the global health community by disseminating our findings and lessons learned to accelerate the impact of other critically-needed medical devices in Sub-Saharan Africa.

We are looking for individuals with strong analytical and social skills, capable of completing original research in complex environments. They will be comfortable building relationships with key opinion

leaders, policy-makers, university researchers, and government officials. They will work independently, together, and as part of a geographically-spread team to push the bounds of sustainable impact in global health.

The Africa Medical Device Delivery interns will have the following responsibilities:

- Conduct landscape studies of health systems in Kenya, Zambia, and Mozambique to determine market segments and requirements for economically-sustainable scaling of *Brilliance*.
- Delineate existing and undeveloped distribution channels for medical devices; make thoughtful and analytically-backed recommendations for delivery models, noting challenges and opportunities.
- Perform competitive analysis and make recommendations on potential partners in Africa for distribution, sales, and maintenance of *Brilliance*.
- Develop delivery strategy for *Brilliance* in at least one region.
- Communicate how findings and strategies for the recommended delivery of *Brilliance* may differ from other classes of medical devices targeting the same regions.

**Our ideal candidate will have the following characteristics:**

- Experience developing and executing distribution channels preferably for medical devices
- Ability to research, compile and analyze data from disparate sources
- Experience working in a range of complex settings, including off-grid in developing countries and severely under-resourced medical facilities.
- Basic understanding of (non-profit and for-profit) social enterprises.
- Passion to change the world and save lives.
- Excellent interpersonal relationship skills including sensitivity to cultural differences, hierarchies and norms; highly independent and self-motivated, but also demonstrated leadership and team-building skills; ability to communicate effectively with diverse groups of people.
- Values listening and learning with a sharp intellect. We seek individuals with strong critical thinking skills, analytical abilities – but also able to abstract larger trends and issues from qualitative and observed information.
- Believes that design should be driven by users and that their voices are key to successful product design and delivery.
- Exercises sound and ethical judgment in the midst of much ambiguity.

This position is open to graduate students of business and other individuals who have relevant experience in East and South Africa and/or global health. Significant experience (5+ years) working and/or living in Africa is a plus. There is a modest salary and all travel expenses will be paid for by D-Rev. Preference may be given to fluent Portuguese speakers and applicants who have received grants or financial support from their institution to work with non-profits.

**How to Apply:**

- Please send cover letter and resume to [jobs@d-rev.org](mailto:jobs@d-rev.org) and indicate "*African Medical Device Delivery Intern 2012*" in the subject line of the email.
- We will begin reviewing applications mid-February 2012 and interviews will start shortly after. Submission will be open until we have the positions appropriately filled. Please apply early!
- If your institution offers assistance to work with non-profits or in the public sector, please apply for it. Preference may be given to those who receive outside assistance.