Mission

Restore sight and prevent blindness in developing countries

International Eye Foundation
International Eye Foundation
Benefited over 60 Countries
2002 blindness data released Dec 16, 2004

Blind 37 million
Low Vision +124 million
Visually Impaired* 161 million

+ 181 million with significant uncorrected refractive error
World Health Organization
Programme for Prevention of Blindness

Blindness Statistics - CHILDREN

- 1.4 million blind
- 2.8 million low vision
- 45 million significant uncorrected refractive error
- 500,000 children go blind each year (1 per minute)
- 73% live in Asia & Sub-Saharan Africa
Global causes of Blindness

- 80% treatable or preventable
- 90% in developing countries

WHO data 2002 - success against public health causes of blindness
IEF Founded in 1961

John Harry King, Jr., MD
Corneal Transplant Pioneer, IEF Founder - 1961

International Eye Foundation
Direct Service

Dr. Randolph Whitfield, 1972 to present
MacArthur Foundation Fellow 1982

Dr. Larry Schwab, 1972-1988
Ethiopia, Kenya, Malawi, Zimbabwe

International Eye Foundation
Training and Education

Ophthalmic Medical Assistant Training Program
Addis Ababa, Ethiopia

Ophthalmic Clinical Officers perform cataract surgery in Kenya

International Eye Foundation
SightReach®

- **SightReach® Prevention**
  Reduce preventable eye disease: trachoma, onchocerciasis, childhood blindness

- **SightReach® Management**
  Increase hospital management and sustainability

- **SightReach Surgical®**
  Increase access to quality ophthalmic products
SightReach® Prevention

Trachoma
Infectious disease

Onchocerciasis “river blindness”
Parasitic disease

Childhood Blindness including vitamin A deficiency
Congenital diseases and malnutrition

International Eye Foundation
Most eye hospitals in developing countries do not function to full capacity:

- Poor management systems
- Poor clinical quality
- Lack of technology
- Lack of qualified human resources
Factors Affecting Productivity of Cataract Surgeons in East Africa

<table>
<thead>
<tr>
<th>Factor</th>
<th>Increase in productivity</th>
<th>% of eye units with these factors in place</th>
</tr>
</thead>
<tbody>
<tr>
<td>2+ cataract surgical sets</td>
<td>2.65 X</td>
<td>46%</td>
</tr>
<tr>
<td>Operating microscope</td>
<td>2.44 X</td>
<td>78%</td>
</tr>
<tr>
<td>Community outreach program</td>
<td>2.13 X</td>
<td>20%</td>
</tr>
<tr>
<td>3+ support from nurses</td>
<td>2.00 X</td>
<td>33%</td>
</tr>
</tbody>
</table>

Source: Study by Kilimanjaro Centre for Community Ophthalmology for Sight Savers International
IEF developed an effective model combining the best of clinical eye care practices with business planning and management systems to create a hybrid-entrepreneurial approach to eye care delivery.
Visualiza – Guatemala
2002 - 2005

- Cataract surgery quadrupled
- Pediatric surgery increased 10 fold
- Delivering 2 1/2 times more subsidized care for the poor
- Revenue quadrupled
SightReach® Management Hospitals
1999-2006

- **AFRICA**

- **Lions SightFirst Eye Hospital, Lilongwe, Malawi**
  Public Hospital, Dr. Moses Chirambo, Dr. Joseph Msosa - USAID

- **Blantyre Lions Eye Unit, Blantyre, Malawi**
  Public Hospital, Dr. Gerald Msukwa - USAID

- **Kilimanjaro Centre for Community Ophthalmology**
  with **Kilimanjaro Christian Medical Centre, Moshi, Tanzania**
  NGO Hospital, Dr. Susan Lewallen - USAID

- **Ridge Hospital, Accra, Ghana**
  Quasi-government Hospital, Dr. Patrick Kwaw-Quaidoo, MPH – deBeaumont Foundation
SightReach® Management Hospitals 1999-2006

MIDDLE EAST

- **Magrabi Eye Hospital, Cairo, Egypt**
  NGO Hospital, Dr. Akef El Maghraby, Dr. Soliman Aref – USAID & Lavelle Fund

- **Shebin El Koum Ophthalmic Hospital, Menofiya, Egypt**
  Government Hospital, Dr. Mohamed Yousef – Lavelle Fund

- **Coptic Evangelical Organization for Social Services, Menia, Egypt**
  NGO Hospital, Dr. Nabil Samuel Abadir – Lavelle Fund
SightReach® Management Hospitals
1999-2006

LATIN AMERICA

- Visualiza, Guatemala City, Guatemala
  Private Hospital, Drs. Mariano & Nicolas Yee Melgar – USAID & deBeaumont

- ASAPROSAR, San Salvador, El Salvador
  NGO Hospital, Ms. Vicky Guzman - USAID

- CLARIVISION, San Salvador, El Salvador
  Private Hospital, Dr. Juan Miguel Posada Fratti – deBeaumont Foundation

- Vision America, Tegucigalpa, Honduras
  Private Hospital, Dr. Juan Odeh-Nasralla – deBeaumont Foundation
INDIA

- Gomabai Nethralaya and Research Center/Neemuch, Madhya Pradesh, India
  NGO, Mr. Vimal Goyal, Mr. Suresh Parwal - USAID

- Lions Aravind Institute for Community Ophthalmology, Madurai, India
  NGO, Mr. R.D. Thulasiraj - USAID
Eye care dependent on technology

Availability of technology and patient care go hand in hand

Access to consumables critical to service delivery

IEF – trust, expertise, price
SightReach Surgical®

- Customers in over 40 countries worldwide
- [www.sightreachsurgical.com](http://www.sightreachsurgical.com) catalogue
- Distributor for 22 product manufacturers worldwide
- Distributors in 4 countries
- Warehouse in Upper Marlboro, MD
- Purchases through PayPal, wire transfer, etc.
- DHL agreement for international shipping
### Current IEF Programs & Countries

<table>
<thead>
<tr>
<th>Country</th>
<th>SRP Onchocerciasis</th>
<th>SRP Child Survival</th>
<th>SRM</th>
<th>SRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cameroon</td>
<td>▪ Adamaoua Province</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ South Province</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Malawi</td>
<td>Thyolo Highlands</td>
<td>Nsanje District</td>
<td>2 Eye Hospitals</td>
<td></td>
</tr>
<tr>
<td>Ghana</td>
<td></td>
<td></td>
<td>1 Eye Hospital</td>
<td></td>
</tr>
<tr>
<td>Egypt</td>
<td></td>
<td></td>
<td>3 Eye Hospitals</td>
<td></td>
</tr>
<tr>
<td>El Salvador</td>
<td></td>
<td></td>
<td>1 Eye Clinic</td>
<td></td>
</tr>
<tr>
<td>Guatemala</td>
<td></td>
<td></td>
<td>1 Eye Clinic</td>
<td></td>
</tr>
<tr>
<td>Honduras</td>
<td></td>
<td></td>
<td>1 Eye Clinic</td>
<td></td>
</tr>
<tr>
<td><strong>Totals:</strong></td>
<td>7</td>
<td>3</td>
<td>1</td>
<td>9</td>
</tr>
</tbody>
</table>

**Global**

**Totals: 13 programs in 7 countries + SightReach Surgical®**

International Eye Foundation
## Future

**Expand SightReach® Prevention**

<table>
<thead>
<tr>
<th>Objective</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eliminate “river blindness”</td>
<td>$50,000 each</td>
</tr>
<tr>
<td>Reduce childhood blindness</td>
<td>$100,000 each</td>
</tr>
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</table>
## Future

### Expand SightReach® Management

<table>
<thead>
<tr>
<th>Objective</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Adopt 2 new eye hospitals per year through 2011 (10 hospitals)</td>
<td>$200,000 each ($2 million)</td>
</tr>
<tr>
<td>Expand optical services to rural areas in 5 countries by 2011</td>
<td>$300,000 each ($1.5 million)</td>
</tr>
<tr>
<td>Expand IEF consulting on sustainability in global community</td>
<td>Fees paid by NGOs &amp; hospitals</td>
</tr>
</tbody>
</table>

International Eye Foundation
## Future

### Expand SightReach Surgical®

<table>
<thead>
<tr>
<th>Objective</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Expand infrastructure (computers, warehouse, logistics)</td>
<td>$30,000</td>
</tr>
<tr>
<td>- Expand marketing through website &amp; conferences</td>
<td>$30,000 per year</td>
</tr>
</tbody>
</table>
IEF Responds
to Global Trends and Needs

- Direct Care
- Training and Education
- Disease Targeted Programs
- Infrastructure Development
- Global Collaboration with IAPB and WHO
Thank You!