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# Institution Foundation

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# ANGSAMERAH SOCIAL ENTREPRENEURSHIP HEALTH CARE MODEL

## Angsamerah Clinic

**Angsamerah Clinic first model was a sexual health clinic in Menteng, Central Jakarta.**

Established since 2010, targeting for the high-end and middle-up society, providing a friendly, high-quality sexual health service with no stigma and discrimination, including care and treatment for HIV, communicable diseases and other STIs, as well as mental health.



**The second clinic model was set up in Fatmawati, South Jakarta.**

Established in 2013, the second clinic is owned by Angsamerah Foundation and funded by PT. Angsamerah. This initiative was then supported by USAID. All the revenue from this clinic belongs to the foundation, which makes it possible for the foundation itself to take initiative in creating new programs/models including providing free healthcare services for socially and economically marginalized people. The clinic is still running to this day, economically self-sustained, and becoming one of the main sources of funding for the Angsamerah Foundation's program.



## The third model is a Private Practice (Praktek Dokter Mandiri) in Depok, West Java.

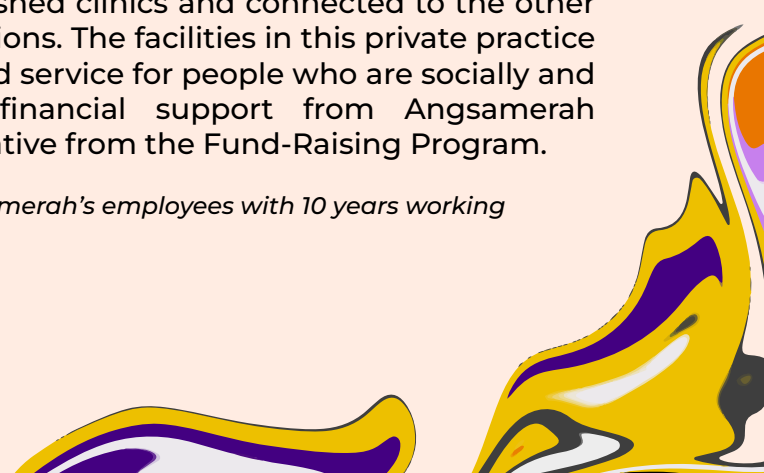
Established in February 2022, as part of Social-Entrepreneurship strategy that has a unique source of investment and funding (AngsamERAH Enterprise (Ltd), AngsamERAH Foundation, and selected AngsamERAH's employees<sup>1</sup>). It was set up as a special mechanism for the employees to be able to invest in AngsamERAH business unit expansion.



The private settings are delivered by general practitioners who are entitled in focusing only to diagnose and to write prescriptions along with referral letters to other specialists and/or other healthcare facilities. Other healthcare services in this private practice can be provided through an operational partnership with other healthcare providers (clinics, laboratories, and pharmacy).

Similar to the other two clinics, this third model also provides sexual healthcare services which is linked to the two established clinics and connected to the other programs in both AngsamERAH's organizations. The facilities in this private practice can be used to provide free HIV testing and service for people who are socially and economically marginalized, with the financial support from AngsamERAH Foundation, and throughout the new initiative from the Fund-Raising Program.

<sup>1</sup> initially offered to the Management staff or AngsamERAH's employees with 10 years working dedication.





## The recent model is Angsamerah Pharmacy in Fatmawati, South Jakarta.

Recently operating since June 2021. Designed as another social business model that can contribute to social issues. Starting June 2022, we established a Partnering Program for Local NGO partners to be able to access the medicine under an agreement in accessing medication for a special discounted price of up to 20% for a certain period.

To accommodate the need of pre-exposure prophylaxis (PrEP) in society, Angsamerah has another initiative to create an accessible patient cohort to pre-exposure prophylaxis; which is still a challenge in Indonesia. We do hope in the near future, drugs for PrEP can be available and accessible in Indonesia; as there is an Indonesian pharmaceutical company that has taken the initiative in the process to produce it and make it accessible.

In the last three years, Angsamerah has taken initiative to provide the patient with drugs from overseas by providing consultation and preliminary screening, along with a prescription for PrEP, therefore our client can subscribe to the medications via online from our overseas partners. Assistance is given, until the medication is received.

### Our primary healthcare facilities are designed to focus on some values;

- ✔ Client-centered
- ✔ Judgment-free institution
- ✔ Affordable
- ✔ High-quality health services

in providing sexual/reproductive health and communicable diseases, including HIV healthcare service and mental health.

After 10 years of our journey, we are more confident to go further, and to invite other partners to create more primary healthcare facilities in the private sector in Indonesia that are pleasant with good sexual health quality and at an affordable price.

In general, setting up a clinic in Indonesia is complex and costly. However, with our experience we strongly believe that we can assist healthcare providers and NGOs to establish sexual healthcare clinics with low-cost budget, economically healthy, and are able to grow.

Currently, the source of revenue for these three healthcare facilities are out-of-pocket client expenses.

# YAYASAN ANAK BANGSA MERAJUT HARAPAN

## Angsamerah Foundation

### The Heartpreneur (Health, Art, Entrepreneurship)

Independently organized by Angsamerah Foundation, a unique combination for a festive collaboration combines three fields; Health, Entrepreneurship, and the arts. The festival is planned to be held every five years, starting in September 2019.



### Angsamerah POS



Since 2019, Angsamerah Foundation has set up a Program called Angsamerah POS, originally initiated for HIV Health Check Point, as a fast-inexpensive HIV testing services, combined with other rapid diagnostic services such as blood sugar, cholesterol, and uric acid checks; to reduce the stigma in the community regarding HIV testing.

In the midst of the COVID-19 pandemic in 2020, Angsamerah POS took the initiative to provide self-test HIV Screening and community-based mobile clinic services for HIV screening test towards socially and economically marginalized communities for free of charge; HIV testing, ARV treatment, supporting for laboratory support and doctor consultations, as well as Pap smears and other rapid laboratory tests.

There have been more than 5,600 people accessing this service, and more than 200 people were diagnosed with HIV through this service. They then

continue taking ART at Angsamerah clinic or other healthcare facilities that are convenient for them.

Since July 2021 until now, Angsamerah Foundation initiated and its expansion has been supported by the AIDS Healthcare Foundation (AHF) through programs collaboration with the Ministry of Social Affairs Indonesia, in funding the mobile clinic community-based. EpIC Program USAID Indonesia were joining in within the program in giving partial funding from October 2021 to the end of March 2022, and in reaching out about 550 people monthly to be able to access (250 clients targeted monthly from AHF, 300 clients targeted monthly from EpIC).

We are looking forward to having other partners joining us to provide this mobile community-based healthcare service, and we are also happy to share the story of how we do it.

# ANGSAMERAH FOUNDATION

## Yayasan Anak Bangsa Merajut Harapan

### KACAPIKIR

A series of fun educational activities provided to the general public and health enthusiasts by the AngsamERAH Foundation. KACAPIKIR is supporting public health educational programs that are related to physical and mental health. Focusing on three main areas; Sexuality, Psychological and mental health issues, and independent self-sustained social entrepreneurship. This educational activity can be a tool in;



- Promoting the concept of social entrepreneurship in healthcare,
- Creating sociopreneur enthusiasts who are able to come up with social entrepreneurship ideas in public health program and healthcare services,
- Opening opportunity for social enterprise proposals that are generated from joining a series of social entrepreneurship healthcare classes can gain fund support and assistance to actualize the proposed social enterprise models.

Kacapikir aims to build interest from practitioners to health observers, starting from the individual level, government (stakeholders), private sectors, to the wider community, about the benefits of applied science of social entrepreneurship concepts in the health sector.

The program is open to the general public<sup>2</sup>, with top priority given to healthcare practitioners and activists of the health sector, from independent physicians, private practices and primary health facilities in the private sector, to civil society organizations.

- The other groups that are also the key to the success for promoting social entrepreneurship in healthcare are; the policy makers (stakeholders) from the government sector, especially the Ministry of Health, the Ministry of Social Affairs and the Ministry of Investment, plus reaching the medical education institutions and/or medical professional organizations, and local governments and other relevant stakeholders.
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- The ultimate output from this program: There will be participants who are able to create a health facility business design with a measurable social-entrepreneurship spirit, financially healthy, independent and sustainable.
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- There will be Individual/Group coaching assistance provided to some participants, where the criteria for beneficiaries are participants with a business plan that focuses on developing and/or building friendly, high-quality and affordable primary healthcare facilities for HIV and sexual healthcare services.
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Angsamerah uses a cost sharing mechanism to finance this educational program. The sharing mechanism comes from various parties; participants, Angsamerah Foundation and PT, and other related partners.

<sup>2</sup> with terms and conditions.



# ANGSAMERAH AND PARTNERS

## POPULATION-BASED CONTRIBUTIONS

Provided Free Health Services for **80 CSOs** In Indonesia, under the partnership with and funded by National & International Donors, and Angsamerah Foundation



Publishing **> 900 Articles** and constantly updating, with **> 24.000** users are accessing [blog.angsamerah.com](http://blog.angsamerah.com)



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**> 30.000 People** people accessing sexual health service at Angsamerah Clinic\*  
*\*as the 1st & 2nd Unit Business Model until end of 2022*



Provided ART **> 1400 PLHIV\***

*In March 2020, the Indonesian Ministry of Health (MOH) authorized Angsamerah clinic to be independent providers of antiretroviral (ARV) therapy, signaling trust and a larger vision of leveraging private clinics in managing the distribution of government-subsidized ARV drugs that have traditionally been dispensed by hospitals and government community health centers. Until now, Indonesia only has 12 private clinics that are providing antiretroviral therapy.*

Since June 2020, there have been **> 7,000 people** accessing our Angsamerah Pos services  
**> 270 people PLHIV** were diagnosed, and continue taking ART  
in Angsamerah Clinic and other health facilities that are convenient for them.

Routine educational sexual health and HIV Program through our social media marketing primarily using Instagram and Twitter.







## ANGSAMERAH AND PARTNERS ONGOING COLLABORATIONS

The output/coverage of the programs are possible to be scaled up and achieved faster through partnership and additional financial support as a leveraging fund.

### Expanding the Clinics

AngsamERAH has the system to make this investment low-cost & low-risk, beneficial to the patients, private sector providers, and local government, including giving impact to the public health program on HIV, STIs, sexual and reproductive health, and other related health problem; TB, Hepatitis, drugs, mental health in Indonesia.

*This year, with our AngsamERAH funding, we are planning to set up two more clinics in Tangerang Banten, Kelapa Gading Jakarta, Surabaya East Java, and/or Bali.*

We invite a joint investment approach by focusing on selection criteria for NGOs, and/or health providers (GPs and specialists focusing on sexual health and social entrepreneurship in the healthcare setting).

### Leverage scalability of AngsamERAH POS (Health Check Point)

AngsamERAH POS under the supervision by AngsamERAH Clinic, is able to create more products/services in collaboration with local & international partners, NGOs and private sectors, as an initiative and unique differentiated service delivery (DSD) for different markets with a variety of tests; HIV, Pap smear, TB, and other diagnostics.

There are big possibilities in a small-scale that will be funded by the AngsamERAH Foundation and company.

The current mobile community-based health checkpoint is crucially useful as an emergency response. However, we are aware of the cost and issue of sustainability. Therefore, AngsamERAH is now preparing the second model of AngsamERAH POS, to create a fixed HIV and Pap-smear screening service units within various locations, as an extended model designed from services of AngsamERAH Clinic.

Deliverable by a trained health practitioner (i.e., midwife) with a self-sustained financing mechanism. AngsamERAH POS is hoping to inspire new ideas for others, in giving services in the rural area.



## Education and Digitalization

Our goal is to set up a digital platform as a network of sexual & reproductive health providers and professionals in Indonesia. There will be specific requirements applied for a person or organization who is interested in joining. This platform will help people to choose and access the options of healthcare services conveniently, according to their needs.

As part of Angsamerah foundation's long-term goal to be a Learning Center for Social Entrepreneurship in Healthcare in Asia. At the moment we already have a self-sustained educational program called Kacapikir, and it's ready to be expanded as the learning center, with the following objectives;



To promote and to advocate knowledge on sexual health, mental health and social entrepreneurship



To provide capacity building/training/serial classes on practical skills on how to create the tangible concept of a social business unit, including its business plan



To set up a mechanism for health providers/professionals to have better access to promote their social business model initiative and get financing support for them to start and how to be self-sustained.



Provide coaching sessions

Starting in mid-end 2022, Angsamerah (along with IQVIA) is trusted by the Global Fund in Geneva to manage the Technical Assistance Consortium mechanism for Long Term Technical Service Providers for HIV Differentiated Service Delivery Strategic Initiative, Indonesia.


The Angsamerah team is looking for/inviting key partners and experts in Indonesia and Asia to join in, as in organizing the Fundraising in gaining funds, knowledges, references and ideas, to support the Angsamerah community-based and educational programs.



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