



25<sup>th</sup> January 2011

Your Excellency Alhaji Suleiman Bello  
Minister of Health,

It was a pleasure speaking to you the other day. Thank you for your time and inviting us to meet with you to discuss these plans. Here is the email as promised.

You are familiar with Dr Larry Jones, Director of Studies, London Academy Business School (LABS). I have known Dr Jones for over 20 years and we have an excellent working relationship. LABS in partnership with Arden Primary Care Ltd. (APC) leads a consortium of highly skilled partners in International Healthcare Development. This consortium is proposing to assist you in meeting the challenges of delivering high quality healthcare with several major rural and urban healthcare initiatives. APC specialises in health services design and delivery whilst LABS will engage fully in the education of the care giver and care users and also find out what works best in healthcare for rural communities.

Once we have secured the provision of the Basic Package of Healthcare Services to a region, the consortium will look for opportunities to form robust educational links with the healthcare community in London and Warwick, England. Our healthcare professionals would benefit greatly from this. There is so much we can learn from each other. We will also facilitate links with international corporate entities to deliver added value programs to the region.

We have attached a brief summary of organisations' relevant experience in International Health/Education Development projects.

## **TRACK RECORDS**

While many organisations focus on the capital expenditure projects, we are very clear that the subsequent service delivery is what makes the difference to health outcomes.

LABS, with its global network offices in Nigeria, the USA, Dubai, Malaysia and Ghana has a commitment to providing high quality education and training. LABS has trained over 5000 global corporate delegates, belonging to various sectors and markets including a number of governmental organisations, departments and parastatals, international banks and financial institutions. Distinguished alumni include; Ministers, Deputy Governors, Secretaries and Company Directors. Clients of LABS training courses include:

- Central Bank of Nigeria (CBN)
- Federal Ministry of Health (FMH) – Nigeria
- Federal Ministry of Finance (FMF)– Nigeria

- Nigeria Liquefied Natural Gas – (LNG)
- National Film & Video Censors Board – Nigeria
- Industrial Training Fund – Nigeria
- Nigerian Export Processing Zones Authority (NEPZA)
- National Youth Service Corp – Nigeria
- Central Bank of the United Republic of Tanzania
- Zambia Telecommunications Co. Ltd
- Central Bank of Nepal
- Federal Ministry of Education, Mauritius

The directors of APC have specific experience in setting up primary healthcare systems in developed and developing countries. We have had significant success in developing a comprehensive integrated health care program in Afghanistan and are now working on a similar initiative in Haiti (Strategic Implementation Plan attached). As the Medical Director in Afghanistan I personally oversaw:

1. Import of over \$6m in medicines
2. Senior contract negotiator for the Asian Development Bank \$3.5m project constructing five GP health centres, three schools and multiple micro-finance local business ventures in Kandahar Province
3. Finance, design, construction and subsequent joint management with UNICEF of 40 bed maternity hospital in Kabul
4. Senior Medical Educator to the Karte Seh Hospital, coordinating the postgraduate education for healthcare professionals, in conjunction with the Dr Abdul Sherzai, Deputy Minister of Health of Afghanistan
5. Construction and management of computer and English language training center in Gardez in association with the British embassy

## PROJECT PROPOSAL OVERVIEW

We are keen to discuss the possibility of providing pilot programs in rural parts of North Nigeria in these five specific areas:

1. Provision of Basic Package of Healthcare Services
2. Local population based healthcare education
3. Pharmaceutical supply chain delivery
4. Innovative and cost effective use of healthcare information technology
5. Innovative use of alternative energy to power healthcare facilities

Our consortium partners have been briefed. Once there is ministerial approval, we can rapidly implement the first phase of the agreed strategy. As discussed, Dr Jones' wife is soon to give birth, so I have asked that he sets the appropriate time for us to meet, presumably in Abuja.

Kind regards  
Sacha

**Dr Sacha Simon**  
**Medical Director**  
**Arden Primary Care Ltd.**