

NEWSLETTER MARCH 2024

Message from CEO

Does Telemedicine offer a lasting solution for the gaps in health systems in Africa?



World Health Organization (WHO) study has found a serious shortage of health workers in Africa. This shortage is undermining access to and provision of health services. The study surveyed 47 African countries, which showed that the region has a ratio of 1.55 health workers (physicians, nurses and midwives) per 1000 people. This is below the WHO threshold density of 4.45 health workers per 1000 people needed to deliver essential health services and achieve universal health coverage. The study also found that the region's health workforce is also unevenly distributed by country, ranging from 0.25 health workers per 1000 people in Niger (the region's lowest) to 9.15 health workers per 1000 people in the Seychelles – the highest in the region. (<https://www.afro.who.int/news/chronic-staff-shortfalls-stifle-africas-health-systems-who-study>).

Growth in mobile connectivity in Africa has created an opportunity to break this barrier. The locally relevant modifications in technology and services such as mobile money have led to the increased adoption of mobile technology in Africa. While the conditions vary across different countries and regional economic communities, most signs point to mobile technologies facilitating an increasingly connected continent. Over the coming years, mobile phone users in Africa can also expect to see improvements in speed and reliability brought about by improved transmission technology and infrastructure. In 2022, 22 percent of connections used 2G networks, a figure that is expected to drop to just two percent by 2030. Over the same period, 4G connections are expected to increase, while newer 5G technology is forecast to gain a foothold in the market (<https://www.statista.com/topics/6700/mobile-telecom-services-in-africa>).

Use of telecommunication technology for the provision of health care (Telehealth/telemedicine) has been growing in Africa for many years, however a sharp increase was seen during COVID-19. Several research studies have been conducted on Telehealth in Africa; however, none of these studies have analyzed the temporal relationship in the growth of Telehealth in Africa spanning between the pre-COVID-19, COVID-19, and post-COVID-19 eras. Studies have shown that telehealth has been adopted as a crucial tool to offer distant treatment and reduce physical interaction. African countries tried to improve the quality of healthcare services, increase accessibility, and comply with the COVID-19 social and physical distancing recommendations by launching Telehealth programs. It led to a considerable increase in healthcare services, general quality of life, and healthy life expectancy.

Moving forward, the success, albeit minimal, of many pilot Telehealth projects in Africa during the pandemic proved that with more support and better infrastructure, Telehealth may become a major stakeholder in the success of African health systems. Telemedicine should be regulated by definitive and comprehensive guidelines that are widely applied, ideally worldwide. Concurrently, legislation governing confidentiality, privacy, access, and liability needs to be instituted. (Telehealth in Africa: evolution and transformative impact before, during and after COVID-19: a narrative review. J Glob Health Sci. 2023 Dec;5 (2):e14. Published online Sep 04, 2023).

- By Dr. Shariq Khoja, CEO - Tech4Life Enterprises.

Tech4Life Enterprises- A leading Telehealth provider in Africa



Tech4Life Enterprises has always been the flag-bearer when it comes to Telemedicine implementation initiatives in Africa. Tech4Life is known to have successfully executed Telemedicine projects in Africa alongside partner organizations and distributors. In this article, we will focus on Nigeria, Senegal, Zambia and Kenya.

NIGERIA

Tech4Life has partnered with Abuja based Gention Global Resources as the local Distributor in Nigeria. In May 2023, Tech4Life Enterprises delivered Sojro Maternal Telemedicine Kits in Nigeria for deployment at various health centers in Nigeria. The deployment has the potential to expand in all the senatorial districts, in 774 Local Government areas and across 33,000 Primary Healthcare Centers in Nigeria.

SENEGAL

Early into 2024, Tech4Life entered into trilateral partnership in Senegal to transform school health checks with the new and novel Telemedicine-based approach.

ZAMBIA

This year, Tech4Life, in partnership with MediZam Healthcare, is installing a series of Telemedicine Kits and Carts in Zambia. The Pilot Project, commencing with deployment at 44 sites, has the potential of scaling and growing into Country wide deployment at 600-800 sites.

KENYA

Health Partners International Canada (HPIC) and Tech4Life Enterprises Canada Inc. partnered together in 2020 for a telemedicine project in an urban slum in Nairobi, Kenya. This pilot program was part of HPIC's broader commitment to addressing Chronic Diseases in developing regions. The project utilized Sojro mobile-telemedicine Kits to empower community health workers to conduct patient assessments from the comfort of their homes.

- By Ahsan Abbas, Head of Global Sales - Tech4Life Enterprises.

Tech4Life Regulatory Approval Updates



Upcoming CE Audit

Tech4Life will be going through a CE surveillance audit in the coming months. This visit is meant to assess the compliance of the management system of Tech4Life Enterprises Canada Inc. against ISO 13485:2016. Based on the assessment outcome, the assessment team will determine the ISO 13485:2016 continued certification of Tech4Life for the agreed scope. This 1.5 day onsite assessment will be conducted as a surveillance visit against applicable requirements of ISO 13485:2016.

Tech4Life Enterprises Canada Inc. has already adopted the general HIPAA Compliance Policy to recognize the requirement to comply with the Health Insurance Portability and Accountability Act (HIPAA), as amended by the Health Information Technology for Economic and Clinical Health (HITECH) Act of 2009 and the HIPAA Omnibus Final Rule.

MDSAP Training for Employees

Tech4Life has partnered with Razalution Bureau LLC (US) to facilitate Tech4Life Enterprises' successful transition to the Medical Device Single Audit Program (MDSAP). As a part of this transition, a comprehensive training session was conducted on MDSAP for all the managers of Tech4Life. All these trainings are duly accredited by 'Exemplar Global', an internationally recognized certification and accreditation body. This instructor-led course covered the rationale for developing the Medical Device Single Audit Program (MDSAP), who the participating regulatory authorities are, and the specific audit criteria (including country-specific requirements) used during MDSAP audits. The Medical Device Single Audit Program offers an opportunity for medical device manufacturers to gain access to multiple geographies through an efficient single audit process.

- By Ehsan Khan, Quality & Regulatory Officer - Tech4Life Enterprises.

TECH4LIFE- EMERGING AS THE TELEMEDICINE LEADER IN 2024



Tech4Life is on the path for making 2024 the most successful year for telemedicine implementations with a robust pipeline of the projects in the horizon. Tech4Life is focused on strengthening partnership with the distributor in Morocco, aiming to broaden their reach and impact in the region. Additionally, Tech4Life plans to expand successful school health project in Senegal, further enhancing access to healthcare for students in Senegal and possibly in other French speaking African Countries as well. Another key initiative for the year includes a telemedicine implementation project in Zambia, which will leverage technology to improve healthcare delivery and access in the region. Furthermore, Tech4Life is exploring new collaborative opportunities with some high impact partners in the Middle East, with the goal of advancing healthcare solutions and innovations in the region. Overall, Tech4Life is poised for a year of growth, innovation, and impactful collaborations in 2024.

- By Ahsan Abbas, Head of Global Sales - Tech4Life Enterprises.

Tech4Life Enterprises will exhibit its state-of-the-art Telemedicine solutions at ATA Nexus - 2024.



American Telemedicine Association has organized its main Annual Telemedicine Conference (ATA Nexus - 2024) in Phoenix Convention Center in Phoenix, Arizona on May 5-7, 2024. The conference brings together Telemedicine thought leaders, Technology and Health innovators, Researchers, Service providers and users to discuss the current advancements in the field and define future path for Telemedicine. The conference is attended by guests not only from North America, but also from countries around the world.

Tech4Life Enterprises, being the leader in Telemedicine industry, will exhibit its technologies at ATA Nexus - 2024. Tech4Life team will exhibit the following FDA approved technologies at the conference:

- 1. eSteth Digital Stethoscope;
- 2. eSteth Otoscope and Dermoscope bundle;
- 3. Sojro Telemedicine kits, especially focusing on Home Telemedicine kits, Sojro Plus kit for Primary Health Care, Sojro Ambulance Telemedicine kit, and Sojro Military/Disaster Telemedicine kit.

- By Samreen Fatima, Marketing & Branding Manager - Tech4Life Enterprises.

Star of Tech4Life - Abdullah Raza Khan



Abdullah Raza Khan is currently serving as a Manager - Product & Sales at Tech4Life Enterprises. With a background in biomedical engineering, he is passionate about leveraging technology to improve healthcare outcomes. Currently, pursuing a Master's in Business Administration, Mr. Khan brings a blend of technical expertise and business acumen to his role.

Over the past two years at Tech4Life, Mr. Khan has been deeply involved in research and development, project implementation, advancement of innovative products and solutions such as Tech4Life's flagship Sojro Telemedicine Kits and eSteth Lite - Digital Stethoscope. Mr. Khan is currently also involved in the sales and procurement of medical devices. His vision is to propel Tech4Life Enterprises to become the leading company in the global landscape of Telemedicine and Telehealth with a steadfast commitment to innovation, quality, and accessibility.

- By Abdullah Raza, Product & Sales Manager - Tech4Life Enterprises

