

aspenmedical



**2019 International
Development
Opportunities
Seminar**

**Craig Fitzgerald
Exec GM International
Operations**

wherever we're needed

Who We Are

- Founded in 2003, Australian-owned.
- Provider of outsourced healthcare solutions
- Specialising in remote, challenging and under-resourced environments
- 1,600+ employees in Australia, Pacific, UK, USA, Africa and Gulf region

What we do

- Healthcare project management
- Healthcare people
- Healthcare clinics and hospitals
- Healthcare mobile facilities
- Healthcare training and consultancy

Who we do it for

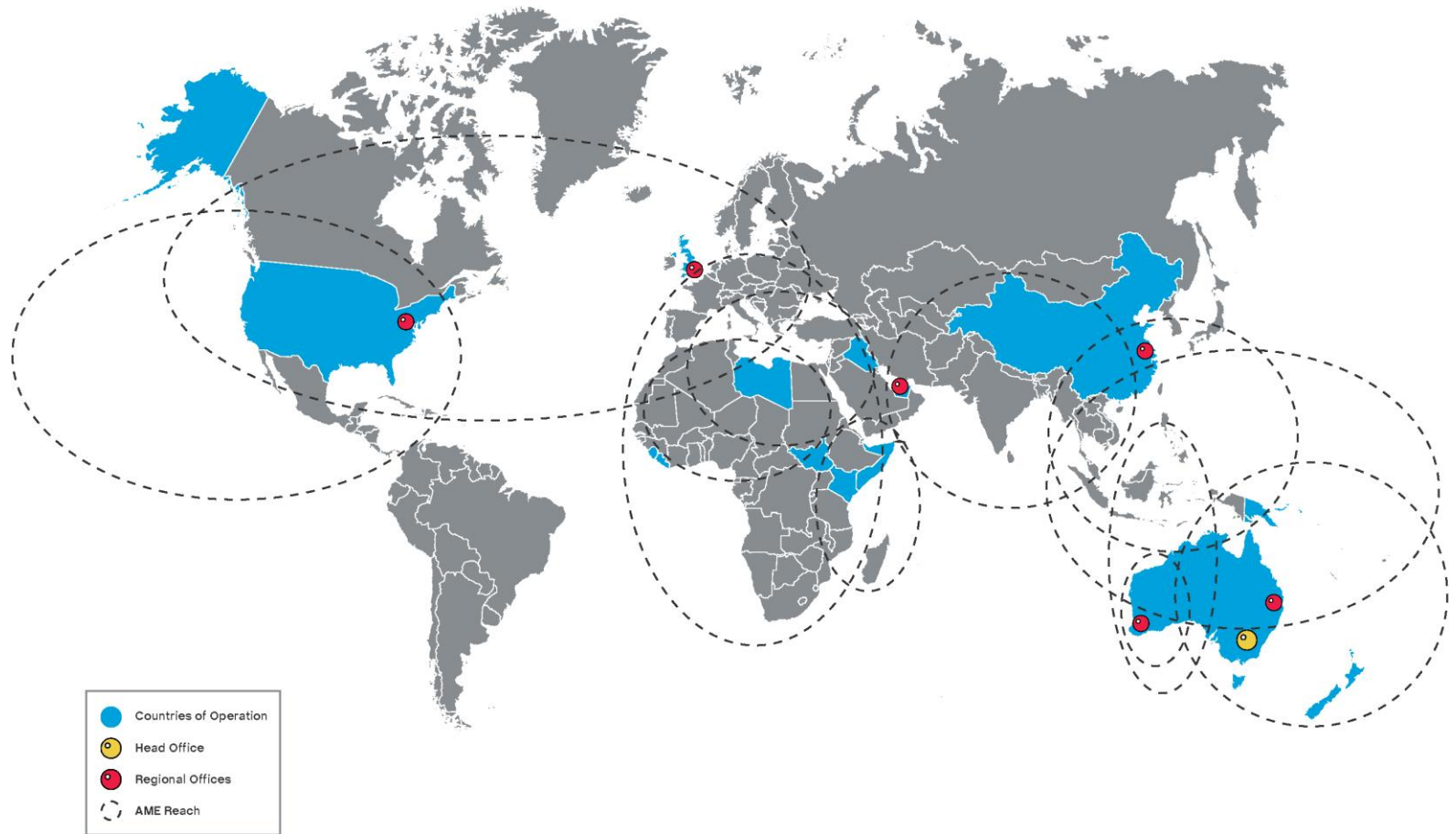
Public Sector



Private Sector



Where we work



Committed to Social Purpose

- Benefit Corporations (B Corps) are an emerging group of companies using the power of business to create a positive impact on the world and generate a shared and durable prosperity for all
- B Corps redefine success in business by competing not to be the best in the world, but to be the best **for** the world
- Independently audited and Certified by B Lab, a NFP

Certified



Corporation[®]

Challenges and Lesson's Learnt (our perspective)

- 'One of the most important and complex institutions in any country is its health system' . 'Identifying Global Development problems can be deceptively simple from a distance' (Ray Kumar, Devex).
- Silver bullet solution's:
 - It is complex - history, politics (external/internal) and culture.
- How can an outsider expect to navigate this?
 - It takes time, investment (personal and capital) and patience.
 - Listen (it's a skill).
 - Localisation:
 - Partners
 - Engagement
 - Ownership
- Utilise Austrade's local knowledge and expertise – ultimately it is up to you.
- Don't think you know everything – seek advice.

Pacific

- Scalability
- Geography and urbanisation
- Regulatory environment

Fiji

- Public-Private Partnership
- 23-year contract
- Develop, finance, upgrade, operate and maintain
 - Lautoka Hospital, Fiji's second largest hospital
 - 305 Beds
 - Ba Sub-divisional hospital
 - 70 Beds
- Dependent population of 380,000



