

JMS Info BULLETIN

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Theme: Venturing into Uncharted Waters in Healthcare



Celebrating
45 Years

+ of Saving Lives Diligently +

EDITORIAL TEAM

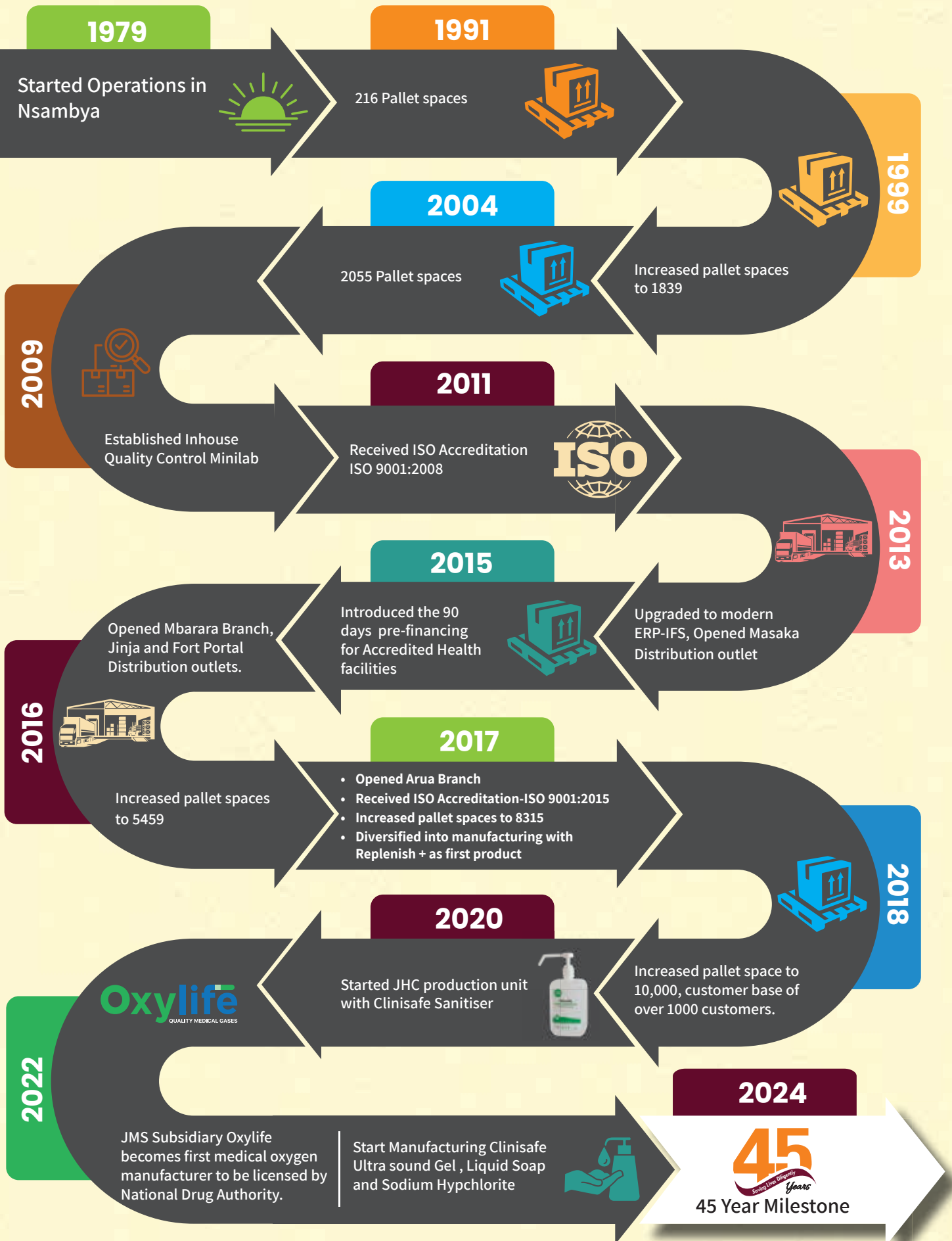


Miriam Ahumuza



Namagembe
Monica

JMS @45 Journey across the Years



Celebrating 45 Years

of Excellence and Innovation at **Joint Medical Store**

Dr. Bildard Baguma, Executive Director

As we celebrate the remarkable milestone of Joint Medical Store (JMS) reaching 45 years of service, I am filled with immense pride and gratitude. This achievement is not just a testament to our enduring commitment to excellence, but also a reflection of the invaluable support and collaboration from each one of you. Our journey has been one of growth, innovation, and unwavering dedication to improving healthcare across the region.

From our humble beginnings, JMS has grown to become a beacon of reliability and quality in the medical supply chain. This growth has been possible because of the strong partnerships we have cultivated with our stakeholders—our customers, suppliers, partners, and dedicated team members. Your trust and cooperation have been the bedrock of our success.

In recent years, we have expanded our horizons by venturing into manufacturing, a significant milestone that underscores our commitment to innovation and self-sufficiency. Our Clinisafe flagship products, including Clinisafe Liquid Soap, Clinisafe Ultrasound Gel, and Clinisafe Sodium Hypochlorite, are now proudly manufactured in-house. These products not only meet the highest standards of quality and safety but also signify our pledge to provide affordable and accessible healthcare solutions.

As we look to the future, we see a journey filled with opportunities for further innovation and growth. We are committed to pioneering new solutions that will not only enhance our offerings but also support the health facilities we serve. Together, we will navigate this journey, transforming challenges into opportunities and setting new benchmarks in the healthcare sector.

We envision a future where JMS and our partners work hand in hand to innovate and deliver superior healthcare solutions.



Thank You

For being an
Integral Part of Our Success!.



Joint Bishop Symposium

Joint Medical Store (JMS) marked its 45th anniversary with a significant Joint Bishops Symposium which brought together key stakeholders to reflect on JMS's illustrious history, current achievements, and ambitious future plans.

The symposium was honoured by the presence of bishops from both the Catholic and Church of Uganda denominations, along with members of the Board of Trustees, Board of Directors, JMS staff, and various service providers. The Most Rev. Dr. Stephen Kazimba Mugalu (Archbishop of the Church of Uganda) and Archbishop Paul Ssemwogerere (Archbishop of Kampala) led the delegation of bishops, highlighting the ecumenical support for JMS.

Dr. Bildard Baguma, the Executive Director of JMS, opened the event with a heartfelt welcome and a review of JMS's significant milestones over the past 45 years. *"In 1979, JMS started up in a container giving aid and coordinating its distribution to facilities under its network. Under its good leadership and support from partners, it now boasts more than five well-established branches across the country in Kampala, Mbarara, Arua, and Fort Portal, with the construction of the Gulu Regional warehouse nearing completion."*

Dr. Baguma also highlighted JMS's recent ventures into manufacturing, which include producing Medical Grade Oxygen, ultrasound gel, and sanitizers, with plans for more

innovative products. *"Through production, we have been able to create more employment. We aim to become the leading producers and distributors of health supplies in the East African region."*

As the symposium concluded, participants left with a renewed sense of purpose and dedication to JMS's mission. The bishops pledged their continued support, recognizing JMS's crucial role in providing essential medicines and healthcare services.





Facilitating the Blue Ocean Shift in Uganda's Healthcare Industry

Uganda's healthcare landscape is undergoing a rapid evolution, embracing industry advancements to deliver specialized and super-specialized services. This blue ocean shift is driven by the growing demand for such healthcare services, and the increasing number of specialists in recent years. However, the affordability, accessibility, and cost-effectiveness of the essential product inputs (pharmaceuticals, medical devices, consumables, diagnostics, and equipment) remain a significant challenge, threatening to undermine this progress.

Joint Medical Store (JMS) is committed to addressing this unmet need. Through our Blue Ocean function, we aim to provide cost-effective, efficient, and innovative product inputs that support the healthcare industry's evolution.

Jointly, we can revolutionize our health service industry.



Dr. Samuel Kiruyi
Manager Key Accounts, JMS



Dr. Ruth Nabukenya,
Business Development Officer
- Blue Ocean Strategy, JMS

Lubaga Hospital's Blue Ocean Shift

Interview with Dr. Luyimbazi Julius
- CEO Uganda Martyrs Lubaga Hospital

Lubaga Hospital recently launched the first Organ Implant center in Uganda. Our Communication Officer Miriam Ahumuza, sat with him to gain insights on the development.

Tell us about Lubaga Hospital?

Lubaga hospital was founded in August 1899 and it is celebrating 125years this year.

It is the second oldest hospital after Mengo hospital. This gives us a responsibility to lead through innovation and quality healthcare.

All patients with chronic organ failure had to fly out of the country to get

transplant for the kidney and liver. In East Africa, only Uganda had not domesticated this service.

The Ministry of Health had been preparing to launch this service for a period of 10 years, so we decided to advocate and make sure this kind of Law comes to place. This was done by going to Ministry of Health, Uganda Kidney Transplant and all of the stakeholders. It was later approved by the president and became a Law. We also had to set up infrastructures by putting theatres, ICU and equipment that are stated in the Human Organ Transplant Law. We had to benchmark in countries like Turkey, India and Kenya to seek best practices, mobilize resources and put up an organ transplant unit.

This unit was launched by the Director in August 2023. This was the first unit in the private sector.

What was the selection process of deciding the idea to capitalize on?

When selecting a niche, for you to stand out you have to be innovative, you have to do something that has not been done.

We had to look for a unique area that had not been ventured in before. What made it easier for us is that 6 years ago, the hospital trained a surgeon to go in India to study liver, pancreas surgery including transplant of the liver. So, when he returned, we opened up a liver pancreas surgical service. The major surgery is done here at Lubaga hospital because we invested in this service.

We therefore only needed to upgrade and put a proper theatre, train other people who can do kidney transplant because it is easier than the liver transplant.

What advice can you give a Health facility that wants to set up a niche in their region?

So, if am in a location where I refer endoscopies to come to Kampala and I keep referring 5 cases a week, that is an indication that that service is under serving the region, you wouldn't go wrong if you set it up.

Therefore, a niche is formed by your own data; look at your data, what you refer and most likely that is the niche that you need to set up. A region can have many eye services but suffer with medication, therefore, you can set up that medication service and all the people will come to you to procure that medication just like Ruharo hospital in Mbarara.

Some facilities have an idea and the necessary documentation; however, they fail to take off. What made it easy for you as a hospital?

Taking off requires mostly 3 things;

Firstly, need buy in whereby your board, management and stakeholders have to buy in

Secondly, need capital. Most of the niches need capital, physical infrastructure, equipment and training. Lastly, finances. With all that in place, you can take off.

We already had a liver surgeon, trained neurologists, infrastructure and financing.

What are some of the challenges that you have faced?

It has been quite challenging because when you are starting a service, it is very inflammatory; everyone one is concerned. You are walking in the waters that nobody has, that even the public hospital like Mulago has not

walked in those waters.

The current situation is restrictive due to resistance. Legislation must first be established, starting from the Ministry of Health, then moving through Parliament, and finally requiring the President's approval. Investing in something without secured legislation is risky. Additionally, a council, appointed by the minister who needs 5 billion shillings, is required, which is beyond our control

How will you handle marketing of the service?

We shall start with our own pull of patients because we have the kidney treatment service therefore, building that pull of patients that receives care from here will begin with them.

What are the last words for a Medical Director reading this?

The healthcare landscape has changed a lot, we are moving from the traditional missionary settings where they could move far distances.

Where we stand now, we have many alternative providers so right now, we have to show as private not for profit hospitals if we are to remain relevant and competitive.

Lastly, also pick out a niche for which you are known because a niche is like a parachute that carries your brand. People have to be aware of what you do in order to become visible.





JMS received and distributed a donation of 500 Glucometers Ministry of Health together with Star Pharmaceuticals Limited and Phillips Pharmaceuticals (Uganda) under the program of Zero Cost.



In a significant event marking the 25th anniversary of the Palliative Care Association of Uganda (PCAU), Dr. Bildard Baguma, the Executive Director of Joint Medical Store (JMS), facilitated the handover ceremony of medical supplies to hospice facilities as Guest of Honor.

During the ceremony, PCAU Executive Director Mr. Mark Mwesiga expressed his heartfelt gratitude to JMS

for their unwavering support. “JMS has been instrumental in providing free warehousing and distribution services for oral morphine to 72 health facilities nationwide. Furthermore, JMS continues to offer affordable health supplies, setting a standard within the industry” he noted.

Dr. Baguma urged more private not-for-profit organizations (PNFPs) to incorporate palliative care into their service offerings.



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