



As of the end of September, CFW Kenya has served 337,476 patients in 2006, maintaining the amazing success rate of 2005. **Since inception, CFW Kenya has served over 950,000 patients!**

We continue to transform pharmacies to clinics that are staffed by nurses, providing a greater array of diagnosis and treatment. As of September 2006, we have 41 CFW clinics and 24 CFW shops.

The main diseases that we treat are respiratory infections, malaria and intestinal worms. With the success and efficiency of our micro-franchise model, we have kept the average treatment cost well below one dollar at \$.65.

## Clinic Spotlight

### *Joseph Kariuki and Joskar Clinic*



#### Franchisee:

Joseph Kariuki is 45 years old and married with five children. He is trained as a community health worker. Joseph is one of the pioneers of the CFW Kenya Network of micro-franchise clinics and shops. In 2001, he started Jesma Clinic with another of our pioneers, Credence Maina. In 2002, he moved to Kibingoti market and opened Joskar clinic with the assistance of a nurse. Joskar Clinic has held a consistent position as one of the top performers in the CFW Kenya franchise network.

From the success of Joskar Clinic, Joseph has been able to provide education for his children up to the high school level. He has been accepted by the community and his opinion is well-respected. In 2005, Joseph served 21,814 patients, the second highest number of patients served by any one health outlet in the network.

#### Goals and Challenges:

Joseph's main goal for the future is to maintain his success rate and expand his service area. He would like to start a second clinic in order to accommodate a larger area. Eventually, Joseph hopes to promote the clinic to a nursing home. One of his fondest dreams is to provide medical training to one of his children who might then take over the clinic when he retires.

For specific improvements, Joseph would like to add laboratory analysis to the list of offered services at Joskar Clinic. He also hopes to expand the drug inventory beyond those maintained on the standard CFW Kenya supply list.

One of the challenges that Joseph has faced is unnecessary competition from fraudulent druggists. Distribution of expired or imitation medicines is a common problem for the rural poor in Kenya. Joseph hopes that the reputation and integrity of Joskar Clinic will decrease the success of fraudulent dispensers.

Despite the low cost of treatment available at Joskar Clinic, some patients are still unable to pay. Joseph tries to accommodate as many charity cases as he can while sustaining the general operation of the clinic. He hopes that with future success he can increase his ability to subsidize treatment for the poorest of the poor.

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