Hepatitis C. Tuberculosis. HIV. Cancer. Behavioral health and addictions. Epidemics. Every year, millions suffer and die from conditions that we know how to prevent, manage, and cure, because healthcare practitioners lack needed knowledge, training, and support. This is especially true for rural and underserved areas and lower and middle-income countries, where patients live far from the knowledge they need.
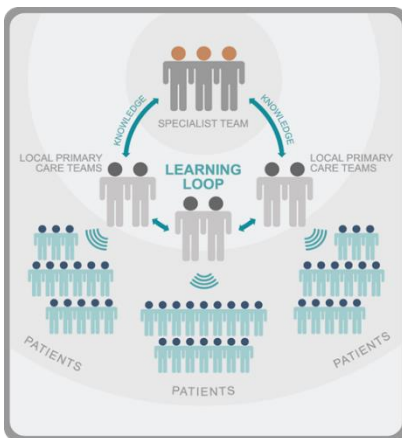
Project ECHO (Extension for Community Healthcare Outcomes) helps partners to implement and scale their solutions to public health challenges sustainably, by connecting local providers with specialists for remote training, mentoring, and collaborative problem solving. Project ECHO is more than telemedicine or online learning – it provides long-term, virtual guided practice to the doctors, nurses, community health workers, and other healthcare personnel serving underserved communities. Unlike other healthcare workforce training in which knowledge only flows one way, Project ECHO is a platform that allows all user-participants to co-create knowledge.



The ECHO Institute trains, supports, and provides resources for partners to use and adapt the ECHO model for their priority health initiatives, at no cost.

Demand for the ECHO model is growing rapidly around the world, particularly in Africa and India where regional, state, and national institutions and governments recognize its potential to increase workforce capacity and catalyze sustainable healthcare systems change. Through strategic philanthropic partnerships, we will scale ECHO programs across India and Africa so that millions receive high-quality health care locally. We will also build and implement a digital infrastructure to render training/support and quality improvement resources more accessible to partners across our global network**.**
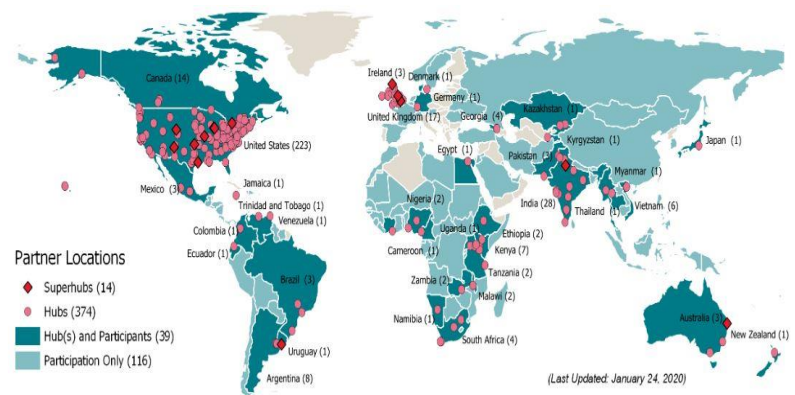
## How ECHO works



Teams of experts (at the "hub") participate in virtual case-based learning sessions with providers (the "spokes"), helping them build self-efficacy to treat patients in their communities. Hub and spokes learn from one another, as expert knowledge is refined and tested by local experience. This democratizes knowledge and ensures relevance to cultural contexts. We call it "all-teach, all learn."

In Punjab, India, for example, the state government used ECHO to train local providers to provide free hepatitis C treatment to all residents. A hub team based at a national teaching hospital in Punjab's capital of Chandigarh, trained primary care providers, pharmacists, and other personnel at 22 district hospitals and three university hospitals. Over two years, the number of hepatitis C patients completing treatment went from 1500 to 36,000, with a 91.6% cure rate. This success led India's national government to use ECHO to implement its National Viral Hepatitis Programme. This is the power of Project ECHO.
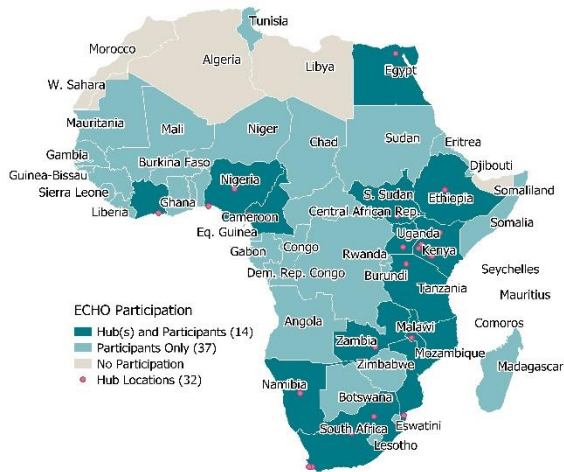
## The global ECHO movement

Today 376 hub partners in 38 countries implement ECHO for 808 programs, building local workforce capacity in over 70 topics and conditions. Over 85,000 healthcare workers from 148 countries have participated. 213 peer-reviewed articles attest to ECHO's effectiveness. 95% of partners who launch continue administering ECHO programs full-time.



Partner Locations
- ♦ Superhubs (14)
- ● Hubs (374)
- ■ Hub(s) and Participants (39)
- ■ Participation Only (116)

(Last Updated: January 24, 2020)

# Tipping healthcare systems in India and Africa – and catalyzing global scale

## A vision for India and Africa

India and Africa are crucial regions for Project ECHO to enable partners to address health disparities.

- In 2016, 1.6 million Indians died due to poor quality of health care, nearly twice as many as those who died due to non-utilization of healthcare services.
- Over 300 million patients in Africa's remote and urban areas lack access to adequate healthcare.



**ECHO Participation**
- Hub(s) and Participants (14)
- Participants Only (37)
- No Participation
- Hub Locations (32)

Demand for ECHO in both India and Africa is high. In Africa, 27 hub partners in 13 countries operate 35 ECHO programs in areas such as HIV, episurveillance, and laboratory strengthening. In 2019 these partners trained over 10,000 program participants.

In India, through our branch office in Delhi, we have trained and supported 29 hub partners who operate 49 programs with state and national partner institutions, training over 29,000 participants since 2012 and reaching millions of patients. In 2019, four Indian states and the Indian national government signed MOUs with Project ECHO, mandating use of the ECHO model across their healthcare systems.

Now is the time to scale the ECHO Institute's capacity to meet this demand.

## Catalyzing global scale: the ECHO Digital platform

To support our partners in India, Africa, and worldwide, we are building a digital platform that will utilize data and intelligence to monitor, orchestrate, and enrich interactions across our global network, increasing access to resources, amplifying collaborations, and ensuring sustainability. Data will give insight into where value is created, facilitating replication of successful interactions and strategy.

## Leveraging philanthropic partnerships for sustainable impact

In every lower- and middle-income country where we have trained and supported ECHO partners through initial philanthropic partnerships, governments have assumed support for those programs, ensuring their long-term sustainability.

## Proposed budget:

A $5M investment:
- (Option A) Will provide training and ongoing support to 100 hub partners in India for implementation of ECHO in government health priorities (for instance, behavioral health, or tuberculosis).

A $5M investment:
- (Option B) Will catalyze telementoring networks that build workforce capacity across Africa in priority conditions like maternal/child health, cancer, or infectious diseases.

A $10M investment:
- Will expand ECHO's reach in Africa, providing training and technical assistance to 50 hub partners for implementation of the ECHO model for national and regional government health priorities; these hubs will be supported by a digital platform providing ready access to training and data tracking resources, and to communities of practice across the global ECHO movement.

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*ECHO Institute, February 2020*