

A small nonprofit doing big things

With the support of ExxonMobil Foundation, MediSend International sends medical supplies and equipment to places that desperately need it.



Esso Exploration Angola volunteers help unload a container of medical supplies and equipment from MediSend International. MediSend has sent seven 40-foot containers of medical supplies and equipment to public hospitals in Angola.

► Because of MediSend International, a small nonprofit based in Dallas, Texas, developing countries across the globe are receiving medical supplies and sophisticated biomedical equipment that was previously only a dream. In 2006 alone, MediSend delivered about \$20 million in medical goods to developing countries. It also operates one of the largest biomedical repair laboratories in the area. This year, it's setting up a school for stu-

dents from developing nations in biomedical repair and health care management. Funds from the ExxonMobil Foundation, which has contributed approximately \$1.5 million to the group, help make it all possible.

"ExxonMobil's belief and support have enabled MediSend to grow and expand its mission and international reach," says Nick Hallack, president of MediSend. "The company's commitment has allowed and encouraged us to establish a thriving nonprofit enterprise, one that helps people worldwide."

MediSend's mission is relatively simple: to provide medical aid and education to people in need in developing countries. The group secures product donations from medical manufacturers and distributors, and works directly with hospitals to put to use some of the medical equipment that would otherwise go into landfills.

Gerald McElvy, president of the ExxonMobil Foundation, says that supporting MediSend is a natural fit for the foundation. "Health is one of the foundation's focus areas in countries where the company does business," he says. "Taking steps to improve public health leads to significant improvements in economic and social

conditions in these countries. MediSend does a fantastic job shipping medical supplies and equipment to places where it is otherwise unavailable. And they've been very successful at applying technology to do so."

Technology and innovation

MediSend was founded more than 15 years ago, and over the past few years, under the leadership of Hallack, the organization has expanded and redefined its mission and vision. Hallack's background is in international business development, and he brought much of his business acumen from the private sector into the public.

"Being a nonprofit means that you have a responsibility to manage your organization like a business," he says. "Our first priority is performance and accountability to the people we serve in developing countries."

To that end, the group designed an award-winning supply-chain tracking system, as well as an online order-processing system that allows hospitals to tell MediSend what they need.

"If a doctor in Equatorial Guinea needs surgical gloves," says Hallack, "he uses our shopping-cart system to drag a box of gloves

into a MediSend virtual container. And he can continue the selection process until he has filled the container."

Also on the MediSend Web site, donors are able to track exactly where their donation is at any moment along the path until it reaches its intended hospital, where a third party like Save the Children will certify that it arrived. "Our goal here," he continues, "is transparency and accountability. We make every donation count and ensure that a donor knows exactly how it counts."

On the ground

One of the people who knows best how well MediSend works on the ground is William Cummings, public affairs manager for ExxonMobil's affiliate in Angola, Esso Exploration Angola (Block 15) Ltd.

Cummings has been there when supplies from MediSend have arrived, and has worked with Save the Children and Esso volunteers to ensure that the supplies make it to the right hospitals.

"Many of the public facilities are on a very short budget here, and they have a huge populace to tend to," he says. The ability to pick and choose from a comprehensive medical inventory makes MediSend's work so vital for these hard-pressed facilities." **theLamp**



MediSend International designed an award-winning supply chain tracking system, as well as an online processing system that allows hospitals to tell MediSend exactly what they need. In 2006, MediSend won the CIO 100 Award for innovation in technology.

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