EMeRG HospeTrack

HOSPITAL INFRASTRUCTURE INSIGHT GHANA 2020

Installed Base I Opportunity I Health Personnel

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334 Hospitals and 34 diagnostic imaging centers covered across the country.

Ghana's Health Inequalities and Low Penetration of Diagnostic Imaging Equipment Present New Opportunities to Medical Equipment Manufacturers

As of 2019, about 368 hospitals and diagnostic imaging centers were functioning in Ghana. While Ghana continues to expand its National Health Insurance Scheme (NHIS) to cover a comprehensive package of disease treatments and diagnostics, their focus on expanding medical equipment infrastructure and healthcare logistics is expected to steadily increase. There has also been increasing focus on improving the percentage GDP being spent on healthcare from the current 4.5% to 15% set by the 2001 Abuja Declaration.

According to **EMeRG's new HospeTrack Hospital Intelligence for Ghana**, the largest opportunity for medical device sales in the immediate term could be represented by the current pool of secondary care hospitals. The Government has put in place multiple investment programs that aim to focus on improving care services in the Public District and Public Regional Hospitals. Currently, more than 60% of the 465 ICU beds are held by only 10 tertiary care hospitals. This inequality in care distribution is one of the key issues Ghana will need to focus efforts on in the next few years.

Investment in health infrastructure build up was positive until 4-5 years back. Almost 500 Operating Rooms were made available amongst the 368 hospitals and diagnostic imaging centers in the country. However, this initial build-up will now need a second wave of commitment, to improve on the required medical equipment to run the ORs effectively. Less than 200 anaesthesia machines and about 50 C-arms are currently servicing these ORs – numbers that require immediate attention towards medical equipment procurement.

This new report is the first of its kind for Ghana, showing in-depth details of such opportunity areas for the growth of medical equipment and other health infrastructure.

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The report provides account-level directional detail on total beds, ICU beds, ORs, ventilators, incubators, etc., along with Anaesthesia Machines, C-Arms, Cath Labs, PET, Nuclear, SPECT, CT, MRI scanners, Ultrasound and X-Ray machines, making it the only source of hospital-level intelligence for medical equipment installed base in Ghana. This dataset is a valuable tool for any organization that is in the process of optimizing sales targets, estimating market potential or building an account management plan in Ghana.

The report is a craftily designed dataset that provides a graphical summary of the health infrastructure in the country apart from an account-level view of resources, directional information on medical device installed base, hospital demographic and care services. The report commits itself as a tool to understand, visualize, and identify opportunity pockets at the hospital-level for medical devices manufacturers, and digital healthcare companies.

Key medical device companies featured in the dataset include: GE Healthcare, Dräger Medical, Siemens Healthcare, Hitachi Medical Systems, Toshiba (Canon Medical Systems), Hologic, Philips Healthcare, Fujifilm Medical Systems, Carestream Health, Shimadzu Corp.

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