

HOSPITAL INFRASTRUCTURE INSIGHT KENYA 2020

Installed Base | Opportunity | Health Personnel
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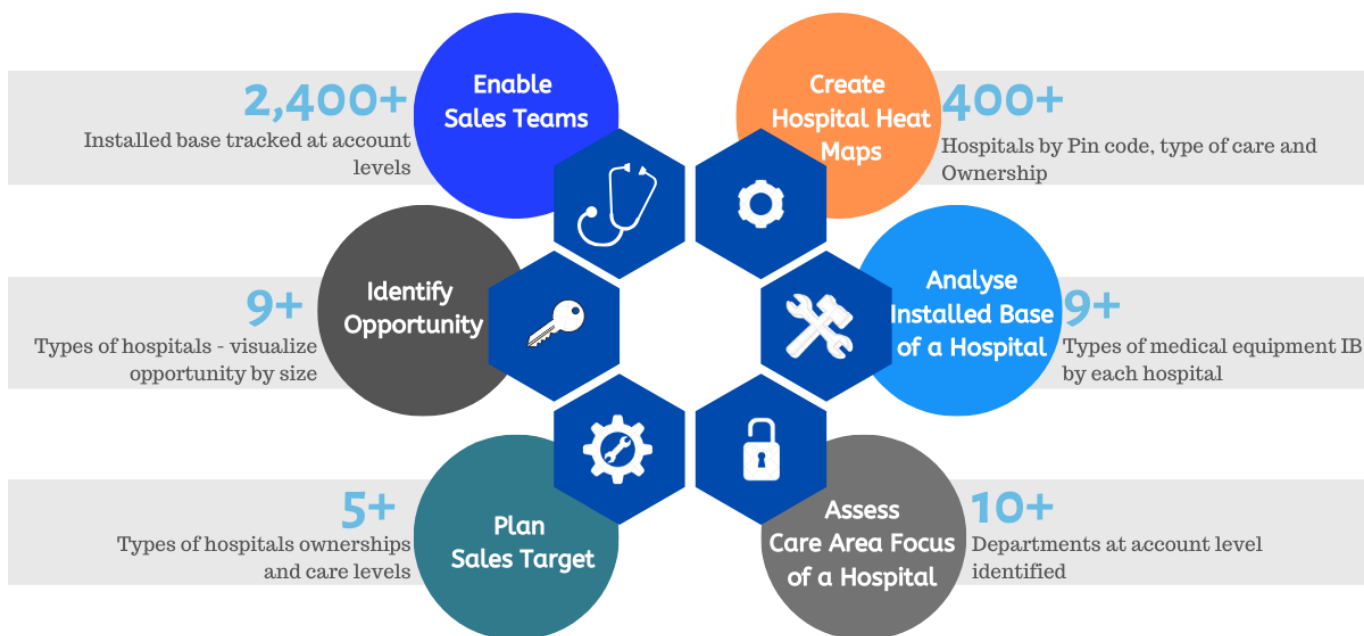


366 Hospitals and 56 diagnostic imaging centers
covered across the country.

With Imaging & Patient Monitoring Device Penetration as Low as 24%, the Success of Kenya’s Plans to Improve Tertiary Care Services will Depend on Capital Equipment Purchases

As of 2019, about 422 hospitals and diagnostic imaging centers were functioning in Kenya. Over 22 of them are currently equipped to provide tertiary care services. This segment of tertiary care hospitals represents approximately 24% of the total inpatient beds in the country. However, only 4-5% of these beds are equipped to provide intensive care services. The Government of Kenya as part of a new plan has committed itself to enhance access to health insurance, improve the flow of funds to county healthcare, and increase overall health spending to meet Kenya’s goals for the Vision 2030 agenda. The new policy is expected to drive growth in the number of hospitals offering tertiary care services in the next 3-4 years.

According to [EMERG’s new HospeTrack Hospital Intelligence for Kenya](#), the largest opportunity in the immediate term will be around infrastructure build-up necessary for expanding tertiary care services in the country. This will include growth in anaesthesia machines, ventilators, operating rooms, CT and MRI scanners. The data in the report indicates that there are less than 327 ventilators in the country, between the 517 ICU beds. This inadequate penetration of intensive care equipment presents itself as one of the largest opportunity pockets for growth of health infrastructure in the country.



The growth opportunities in the level 4,5 and 6 hospitals could potentially be another important target segment for manufacturers who supply patient monitoring and diagnostic equipment in Kenya. This will be especially true for some of the Public Provincial and public referral and district hospitals. Currently, these hospitals have less than 24% penetration in terms of imaging equipment such as X-Rays, Ultrasounds, and CT machines. This is where the Kenyan public health sector would potentially

look to focus its efforts – strengthening the district level programs with monitoring and diagnostic equipment. A pivot chart from this report quantitatively demonstrate strong potential for the medical devices market in the country.

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 Kenya. 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 Kenya.

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, Philips Healthcare, Siemens Healthcare, Toshiba (Canon Medical Systems), Mindray, Hitachi Medical Systems, Sonoscope, Hologic, Dräger Medical, Hamilton, Fujifilm Medical Systems.

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