



Dr Zaza Bokhua, Deputy Minister of Health
Ministry of Internally Displaced Persons from the Occupied Territories,
Labour, Health and Social Affairs of Georgia
144 Ak. Tsereteli Avenue
Tbilisi, Georgia

06 June 2019

Dear Dr Zaza Bokhua,

Subject: Revised sustainability financial proposal and results of Focus Group Discussions

On April 15th 2019, the National Working Group of the Clinical Decision Support (CDS) Training Initiative in Georgia convened to discuss the financial sustainability of the Initiative in the country. The Group resolved that more information was needed to continue the sustainability negotiations. The requested information was :

- Private Hospital's Willingness to pay for BMJ resources post 2019, measured through focus group discussion with doctors and Managerial staff of Aversi and Curatio clinics in Tbilisi.
- A revised sustainability plan for BMJ in English only.

Please find below the answers to the NWG's request:

Focus Group discussion summary: (a detailed report is provided on a separate document)

- Most doctors stated that Access to BMJ Best Practice and BMJ Learning in Georgian is very useful and important. Therefore continued access to resources in Georgian may enable more doctors in Georgia to pursue CME and improve their clinical knowledge and practice.
- There is no existing budget line for CME activities at the surveyed institutions but both doctors and management believe that CME is important and so are willing to pay for CME resources.
- Curatio Clinic management felt that they could pay 60 USD per licence for 40 primary healthcare doctors.

Revised sustainability plan

Considering the reported interest in using BMJ resources in Georgian language, BMJ advises to continue providing BMJ Best Practice and BMJ Learning in both English and Georgian. However, we appreciate the funding challenge, and would therefore like to propose what we feel is a creative compromise, which will allow doctors to access BMJ's resources for the next 3 years and will support Georgian language translation updates. The overall contract price will remain the same (874,950 USD), however:

- The Ministry of Health of Georgia will only pay 75% of the total cost of licenses and translation; 43.75USD per license per year for a commitment of 15,000 licences over a three year period (equivalent to 5,000 doctors per year). This is a total cost to the MOH of 656,212 USD over 3 years.
- BMJ will provide access to the resources in both Georgian and English until the end of 2020, as well as implementation support, as per our original proposal.



- During 2020, BMJ and MOH will jointly commit to identifying additional financing for the remaining 25% of the contract price; 218,738 USD.
- If BMJ and MOH are unable to additional financing by December 2020, the Georgian content will be removed from the CDS web portal and doctors will continue to access the English version of BMJ Learning and BMJ Best Practice until Dec 2022.

We are available to discuss any questions you may have related to the result the focus group discussion and financial plan. We look forward to hearing from you.

Yours Sincerely,

Mitali Wroczynski

A handwritten signature in blue ink, appearing to read 'Mitali Wroczynski'.

Head of Strategic Partnerships, Global Health
BMJ