**WORKSHOP AGENDA**

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| **8:30 – 9:00 am** | Registration of Attendees |
| **9:00 – 9:30 am** | Session Opening  *Honorable Commissioner of Health for Lagos State, Professor Akin Abayomi* |
| **9.30 – 9.45 am** | Workshop Overview  *Mr. Remi Adeseun, Country Director Iqvia/HFN Board Member*  *Dr. Egbe Osifo-Dawodu, Partner Anadach Consulting* |
| **9.45 – 10.00 am** | Quick overview of West African Health Systems including the Nigerian Healthcare System in a changing world – including gaps, challenges and opportunities for Health SMEs |
| **10.05 -10.50 am** | Thinking of Expanding your Business   * Developing a business plan for a healthcare business * Technology and equipment planning * Project design * Project management   *Ms. Bukayo Hanidu Consultant, Anadach Consulting*  *Mr. Voke Oshevire, Executive Director, JNC International*  *Dr. Kouakou Kouadio, Medical Director, PISAM, Abidjan, CDI* |
| **10:50 –11:15 am** | TEA BREAK |
| **11:15 – 11.45 am** | Ensuring you are meeting your Legal, Regulatory & Tax Requirements   * Legal and regulatory framework for Healthcare and Pharmaceuticals * Overview of Taxation in Nigeria * Compliance & Governance systems * Considerations for other West African countries   *Mrs. Chinyere Okorocha – Partner, Jackson Etti & Edu*  *Dr. Pamela Ajayi, CEO Synlab/HFN Board member* |
| **11:45 – 12:15 pm** | Managing your Accounts -   * Introduction to Accounting & Finance * Accounting systems * Internal Controls   *Ms. Bimbo Ogundare, Senior Manager, Ernst and Young*  *Dr. Abayomi Sule, Managing Director, Tillit MSME Microservices* |
| **12:15 - 12.45 pm** | How to use data help you grow your business or become a data business Importance of Data Utilization records   * Electronic Data Records * Investment required in data management * Implementation & Project Management   *Dr. Chibuzo Opara, Co-CEO, DrugStoc*  *Dr. Chidi Ihemedu Co-Clinical Director,, Lily Hospitals, Warri and Benin* |
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| **1.30 - 2.00 pm** | How to Finance your startup, expansion or Dream?   * Funding prerequisites * Financial and operating models to optimize capital requirements * Operating metrics favored by financing organizations   Financial management  *Mr. Adewale Adebowale, Health, Sterling Bank*  *Mr. Danladi Verheijen, Managing Director, Verod Capital* |
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Dr. Abayomi (‘Yomi) Sule

‘Yomi is currently Commercial Director of CarePay Nigeria Limited. Previously he was founder and managing director of Tillit MSME microservices, a healthcare advisory and management firm.

‘Yomi is a non-executive board member on the boards of NGOs: Society for quality in healthcare in Nigeria (SQHN) and US based international NGO, PATH. He is an alumnus of University of Ilorin (MBBS), Lagos Business School (MBA) and Stanford Institute for Innovation in Developing Economies (Stanford SEED). He is passionate about improved access to basic and advanced healthcare services for Africans through product, service and business model innovation.

**VERHEIJEN, Danladi**

Danladi is a Co-founder and CEO of Verod Capital, a leading Anglophone West Africa focused private equity firm investing in middle market growth companies. Prior to Verod, Danladi held roles at Citibank Nigeria, Ocean & Oil Holdings and at McKinsey & Company. He received an MBA from Harvard Business School, an M.Sc. in Engineering Economic Systems & Operations Research from Stanford University and a B.Sc. in Electrical Engineering from Calvin College. Danladi sits on the boards of several Verod portfolio companies, as well as the African Venture Capital Association (AVCA) and the Private Equity and Venture Capital Association of Nigeria (PEVCAN). Danladi was named a Young Global Leader by the World Economic Forum.

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**SULE, Abayomi**

Dr. Abayomi (‘Yomi) Sule

‘Yomi is currently Commercial Director of CarePay Nigeria Limited. Previously he was founder and managing director of Tillit MSME microservices, a healthcare advisory and management firm.

‘Yomi is a non-executive board member on the boards of NGOs: Society for quality in healthcare in Nigeria (SQHN) and US based international NGO, PATH. He is an alumnus of University of Ilorin (MBBS), Lagos Business School (MBA) and Stanford Institute for Innovation in Developing Economies (Stanford SEED). He is passionate about improved access to basic and advanced healthcare services for Africans through product, service and business model innovation.

**VERHEIJEN, Danladi**

Danladi is a Co-founder and CEO of Verod Capital, a leading Anglophone West Africa focused private equity firm investing in middle market growth companies. Prior to Verod, Danladi held roles at Citibank Nigeria, Ocean & Oil Holdings and at McKinsey & Company. He received an MBA from Harvard Business School, an M.Sc. in Engineering Economic Systems & Operations Research from Stanford University and a B.Sc. in Electrical Engineering from Calvin College. Danladi sits on the boards of several Verod portfolio companies, as well as the African Venture Capital Association (AVCA) and the Private Equity and Venture Capital Association of Nigeria (PEVCAN). Danladi was named a Young Global Leader by the World Economic Forum.