



# VIC Update

January – May 2011

## RECENT HIGHLIGHTS

- VIC's Deputy Country Representative Tokyo Bak attended the "Management for First Time Supervisors," seminar during a recent trip to the United States that included visits to Washington, D.C. and New York to visit with consultant Arthur Webb. Additionally, Tokyo was honored at the 5<sup>th</sup> Batch of the Physiotherapy Upgrade Training Program held at the Technical School for Medical Care.
- In April 2011, Ginny, Robert and Catalina visited the rehabilitation program of VIC. They had a meeting with senior staff to discuss the management plan of VIC for future sustainability and effective program management.

## VIC Continues to Assist Self Help Groups

On February 24<sup>th</sup> and 25<sup>th</sup> members of the VIC staff conducted exchange visits of 19 representatives from 18 SHGs. The team took them to see the rice bank activity of a self-help group (SHG) in So Ben, mushroom growing of the SHG in Svay Ath. Participants discussed the strengths, weaknesses and problems they faced. This allowed participants to discuss the best options for their own groups and understand difficulties of other groups. The director and deputy director of POSVY in Prey Veng also participated in this program. VIC staff also assisted 2 participants to join a 3-day training

course on "EX- M Fertilizer" which will be held in Phnom Penh on February 26-28, 2011.

Since January 2011, VIC has provided several small grants and assistance to self-help groups as start-up funds for the groups' income generating activities. Activities include chicken raising, motorbike repair and barbering. Groups were also educated on how they can develop better relationships with their commune councils.



## VIC Conducts Market Study

Based a recommendation from USAID and the top management team of IC and VIC, a formal analysis of the potential for a fee-for-service market for prosthetic, orthotic and physical therapy services in Cambodia has been conducted to develop a free of charge and sliding fee for service business plan. The market study team divides the study into two phases: (1): Client Survey and Preliminary Data Analysis and (2): Field Visit of the Market Study Team.

The client survey was carried out during the third and fourth week of March (March 22- April 01), 2011. 472 patients in the three centers of VIC and communities were interviewed using a standard questionnaire composed of 26 questions that cover three main areas: (1) patient profile, (2) service specification and (3) willingness to share payment for services. The main findings show that there is a high level of support for a sliding fee among our clients. This survey was also helpful in alerting both staff and clients about the possibility of implementation of a sliding fee model. Staff gave positive feedback on the model.

The field visit for the market study lasted 10 days (April 17- April 28). Consultant, Arthur Webb, Bob Schiffer and

Catalina were in Cambodia with Tokyo studying the possibility for the establishment of a sliding fee scheme and private clinic for VIC. The general goal of this study is to develop a plan for the future financial sustainability and reduce the dependency on US Government Funding and foundation support for the three VIC centers. During this visit, the team met with 17 various stakeholders and visited two VIC centers (Kien Khleang and Prey Veng centers). The team met with HE Sem Sokha, secretary of state of MOSVY, who was very supportive for VIC establishing a sliding fee scheme and private clinic and he expressed the positive plan of the Cambodian government in supporting rehabilitation centers to start a sliding fee scheme.

