



## Executive Summary

### Our Mission

Millions of people around the world unnecessarily suffer from treatable health conditions due to lack of access to basic medical supplies and equipment. Simultaneously, the US health care system annually disposes of 12 billion pounds of unused, usable medical goods valued on the order of billions of dollars<sup>1</sup>. Many of these resources are then incinerated, generating 250 L of CO<sub>2</sub> emissions per pound burned. This model propagates economic inefficiency, environmental burden, and human suffering.

We're changing the fates of these precious medical resources.

### Organization Overview

Blueprints For Pangaea, Inc. (B4P) is a 501(c)(3) not-for-profit medical surplus recovery organization (MSRO) headquartered at the University of Michigan. We seek to offer sustainable solutions to inefficient health care resource distribution. A social enterprise, B4P is a network of university chapters dedicated to addressing global health care inequalities by collecting and reallocating excess, unused medical supplies—that would otherwise be discarded—from US hospitals to areas that would value them overseas.

Domestic hospitals that partner with B4P are able to cut their materials processing expenses, reduce their environmental footprints, enjoy tax deductions, and gain community goodwill. Since B4P collects these goods as donations, we can in turn offer them to foreign health organizations at greatly-subsidized prices, helping affordably enhance patient care.

### Shipments

To date, we have collaborated with Ghana's Ministry of Health and the cabinet of the prime minister of Niger to send 2 containers containing 30,000 pounds of medical goods worth over \$1,000,000 to foreign hospitals. Our shipment to Agadez, Niger—worth over \$380,000 and comprised of, among other items, over 250,000 surgical tubes, 80,000 pairs of gloves, and 50,000 syringes/needles—was particularly well-received by the hospital and government. In addition to video testimonies from hospital administrators and physicians, we received an official letter of gratitude from the Cabinet regarding the quality patient care enabled by our resources.

### Financial Information

We operate by a highly efficient business model. Our efforts are primarily powered by student volunteers: we have no administrative costs, meaning virtually all our expenditures go towards directly evoking social impact. It costs us approximately \$7,000 to collect and ship a 40-foot semi-truck container of supplies worth \$500,000 - \$1,000,000. This financial leverage enables us to

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<sup>1</sup> "Medical Product Donations." MedShare, 2016. Web. 22 May 2016. <<http://www.medshare.org/services/medical-product-donations>>.



amplify the impact of every dollar we spend: we estimate that every \$1 spent translates to shipment of \$100 worth of medical resources that can improve quality of care for 150 patients.

### **Growth**

We're able to efficiently scale our activities and impact by deploying our supply collection model at satellite university chapters located near US medical centers. This enables us to effectively overcome geographic bounds that might otherwise limit the scope of an MSRO's operations.

With our models optimized and foundation secure, we have begun to scale. Satellite chapters at Harvard Medical School, Baylor College of Medicine, the University of North Carolina at Chapel Hill, the University of Southern California, The Ohio State University, Wayne State University, and Michigan State University are our first satellite chapters. We aspire to extend our reach across the entire nation—hospital by hospital, university by university.

### **Partnering With Us**

B4P is currently in a unique situation: our scalable models enable us to collect surplus medical goods faster than we're able to reallocate them. Because of this, we've had to stop growth efforts: we know we've not yet reached our full potential, and that more impact awaits.

We're looking to partner with a US MSRO or international health organization that would value recurrently receiving the medical resources we collect. Establishing such a relationship would empower us to proceed full-force with scaling domestic collection efforts—allowing us to increase our impact—while simultaneously enabling our recipient partner to increase *their* impact. If you think our organizations might be able to come together and enjoy a mutually-beneficial relationship while better serving the world, please contact us.

### **Joining Our Cause**

We're always seeking to enhance our impact by partnering with socially-conscious hospitals, suppliers, and manufacturers that have surplus medical goods. If this sounds like you, and you're interested in joining us on our global mission through a fruitful partnership, please connect with us. Our collection model is compatible with virtually all health care environments and near-100% powered by our own volunteers and resources.

### **Supporting Our Efforts**

We're grateful for the opportunity to effect positive worldly change—you can evoke this change, too! Whether you're an inspired individual that would like to make a monetary contribution or a community-oriented medical supplier that would like to donate surplus goods, we extend our sincerest gratitude and vow to maximize the impact of your gift.

We are 501(c)(3) and your generosity will be tax-deductible: a charitable receipt can be provided upon request. For information on how to donate, please visit our website or contact us.

We are inspired and energized by our supporters—thank you.





**Contact Us**

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