



SATHI

Sustainable & Affordable Technological
Healthcare Integration

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The Challenge

- 1M+ Community Health Workers (CHW) use **fragmented, siloed apps**
- Most existing apps focus on data entry, not service delivery
- Limited Tech competency among local organizations
- **Multiple logins**, duplicate data entry, poor follow-up across multiple services
- **Limited guidance** on what **action** to take, when
- Poor referral coordination and **fragmented patient tracking**
- **Limited offline functionality**; usability gaps
- Digitization exists, but **usability and integration gaps persist at local level**





Opportunity



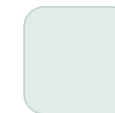
Growing Workforce

1.5–2 million CHWs in India and Nepal.



Government Support

Demand for usable tech tools beyond government apps
Existing push for digital health through national missions.



Localization & Scale

Open-source platform enables rapid, local adaptation and expansion.



Pilots

Pilots with **state health missions, NGOs, CSR partners**



Expansion

- Expansion into other Low- & Middle-Income Countries via open-source adaptation



The Solution: SATHI

Unified Platform

Aligned with Ayushman Bharat Digital Mission and national health guidelines.

Single window for data, alerts, referrals, and follow-ups.

Designed for CHWs: ASHAs, ANMs, CHOs, first-point-of-contact

Offline mode, voice-guided inputs, and local languages.

Modular health service blocks: Add/remove health services as needed

Integrated with ABHA IDs and Health Facility Registry

ASHA: Accredited Social Health Activist

ANM: Auxiliary Nurse Midwife

CHO: Community Health Officer

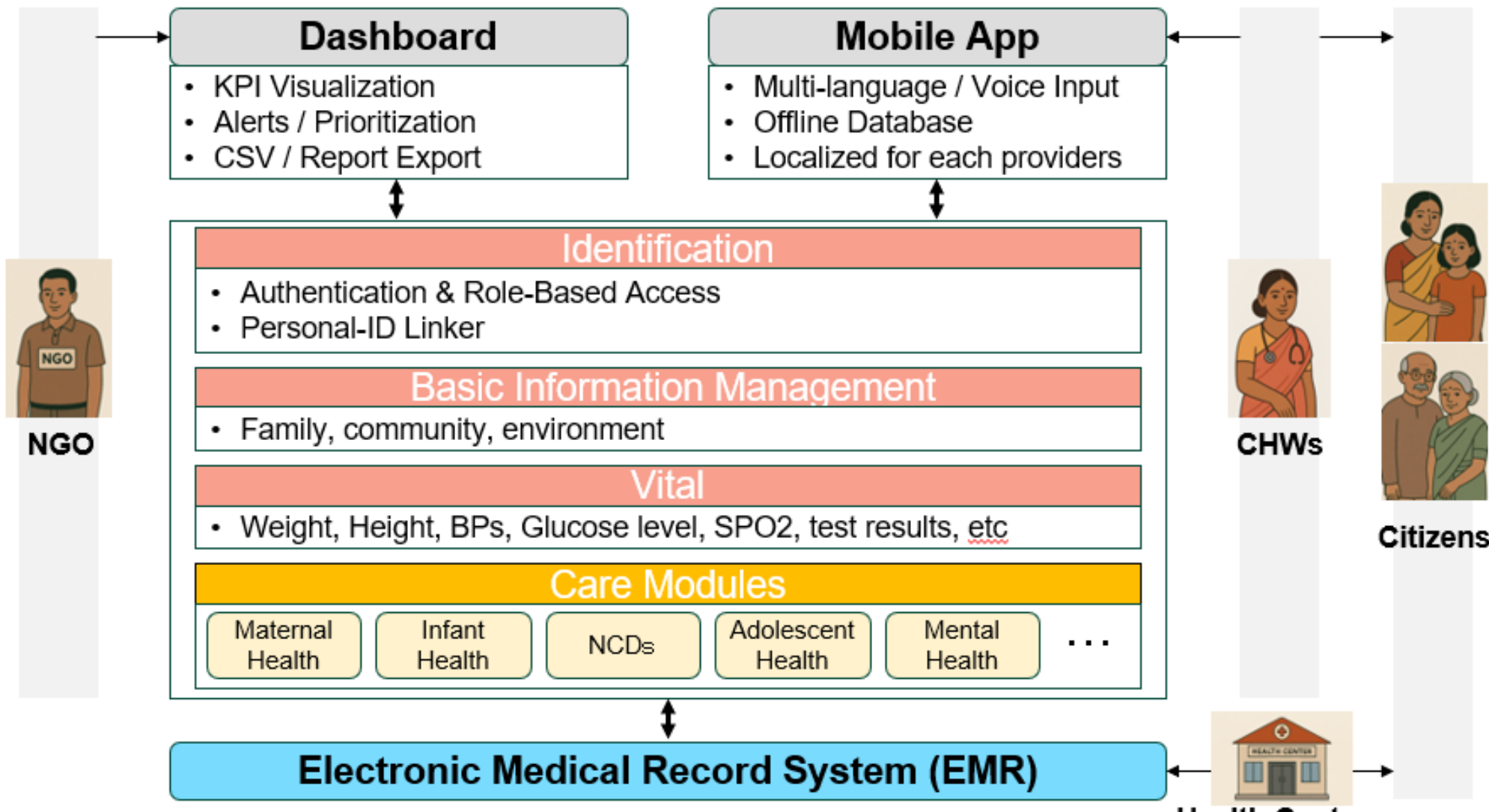
CHW: Community Health Worker

ABHA: Ayushman Bharat Health Abhiyan

Potential Structure of the Solution

A digital solution with modular design and unified data will solve the issues.

A Unified digital platform empowering Community Health Workers



2+3 Key Features

✓ Unified data

Patient data is integrated throughout the solution

✓ Modular Design

Mix-and-match capabilities to meet local needs

+

✓ User friendly

Easy to use for people with low tech literacy

✓ Offline First

Work effectively even with limited connectivity

✓ Security & Privacy

Compliant with local regulation

Use Cases & Modules

Established Guidelines

- NCD Triage: Diabetes, Hypertension
- Maternal & Child Health: ANC/PNC alerts, malnutrition, danger signs

New Technology Needs

- Elderly Care
- Mental Health Screening & Referral





Monetization Model



Open Source Core

Free platform as a
Digital Public Good.



Blended Finance

Community-run,
nonprofits with
minimal operational
payments.



Premium & DAO

Value-added plans,
customization, and
decentralized
governance.



Funding Sources

CSR, donors, and
public subsidies for
sustainability.

Unique Selling Points



GovTech Innovation

High impact at large scale solving operational challenges.



Open Source & Modular

Scalable, customizable, and aligned with public infrastructure.



Monetization Potential

Future revenue from deployments, integrations, and support services.



Risks & Mitigation Strategy

- **High tech burden** (Most solutions are not optimized for integration and have technical or financial burden to create APIs) – (TBD: Suggestions appreciated!)
- **Ecosystem fatigue** – Focus on unifying, not duplicating
- **Market situation change** – Build SATHI as interoperable, faster, modular
- **Low adoption** – Design with local managers and CHWs, offline-first
- **Limited monetization due to open core**: Seeking new business model (TBD: Suggestions appreciated!)



Next Steps

1

Immediate Step:

Formalize partnerships + analyze open-source policy ecosystem.

2

Next Steps:

Exploring opportunity for interoperability from technological perspective

Creating a structural framework of application

Testing and validation of the developed framework

Funding- for testing, maintenance, updation, localization, server cost,

Networking for implementation- govt. and private partners



The Ask

Tech Partners

Develop the technology blueprint collaboratively.

Business & Finance

Advise on funding and sustainable public good models.

Stakeholder Connections

Help build strategic collaborations for growth.

Roadmap: Tech research → MVP → Pilot → Open-source release → Institutional adoption