

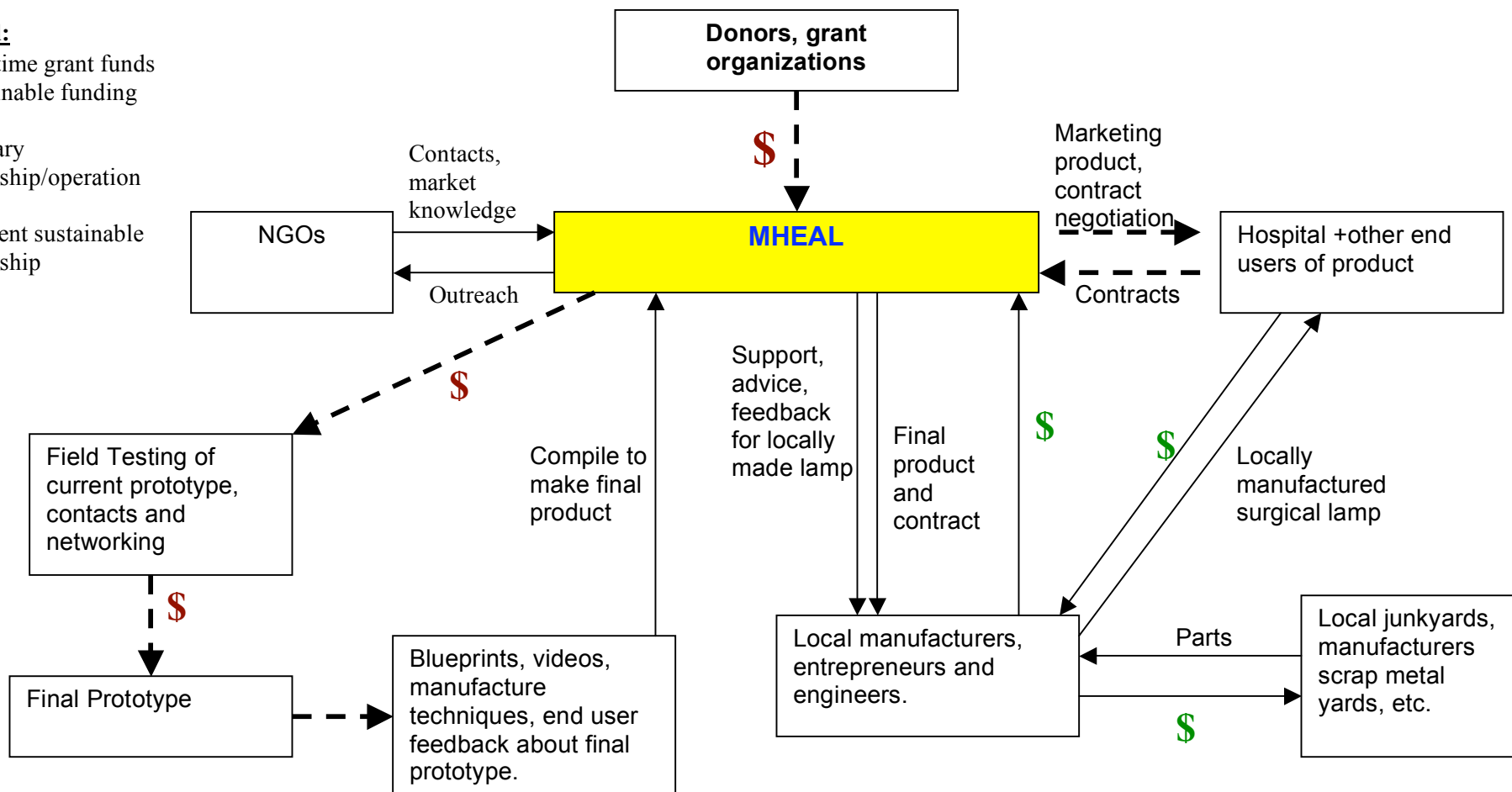
Legend:

Ⓢ- one time grant funds

Ⓠ-sustainable funding

----->
temporary
relationship/operation

————>
permanent sustainable
relationship



Description of Schematic: Starting from the top of the chart we secure funding from grant organizations like NCIHA. This is illustrated by the Ⓢ and dashed arrow showing that we recognize this is a non-sustainable source of funding, these funds will be used to field test the lamp and manufacture a final prototype of the lamp. All of the final blueprints and training videos will be compiled into an easy to use package that local manufacturers could use to make a lamp of their own, this is denoted in our schematic as the **final product**.

The second level of the schematic illustrates our relationship with local hospitals (right side) and international NGOs (left side). The NGO's (like Project Suyana and ATC) have agreed to provide us with intricate knowledge of the market place and have contacted local trustworthy manufacturers to build our lamp. We will then market our lamp to local hospitals (like we have already done with Kumi in Uganda) and negotiate "contracts" with them to receive locally made lamps for a set low price. Our relationship with local hospitals is illustrated with dashed lines because we hope local manufacturers can take over the marketing and contract negotiations of the lamp over time. The local manufacturers will make the lamp out of local parts and sell them to hospitals. We will provide ongoing support and feedback for their locally made lamps for a fee that will qualify as our main source of revenue (illustrated by Ⓠ).